

GRAIN DEALERS JOURNAL

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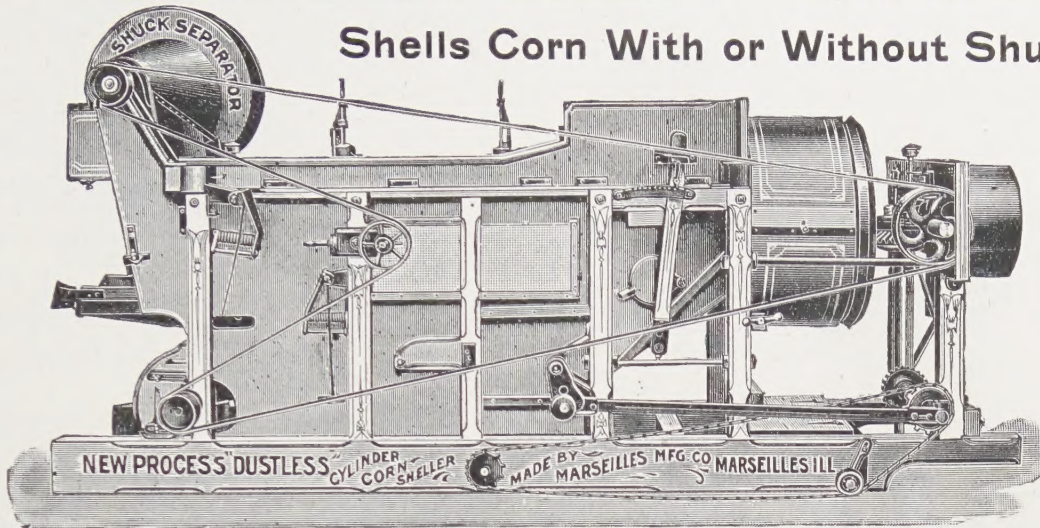
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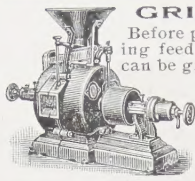
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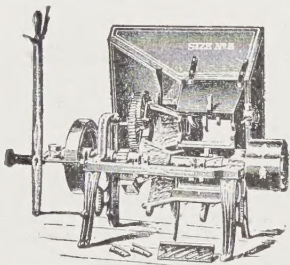
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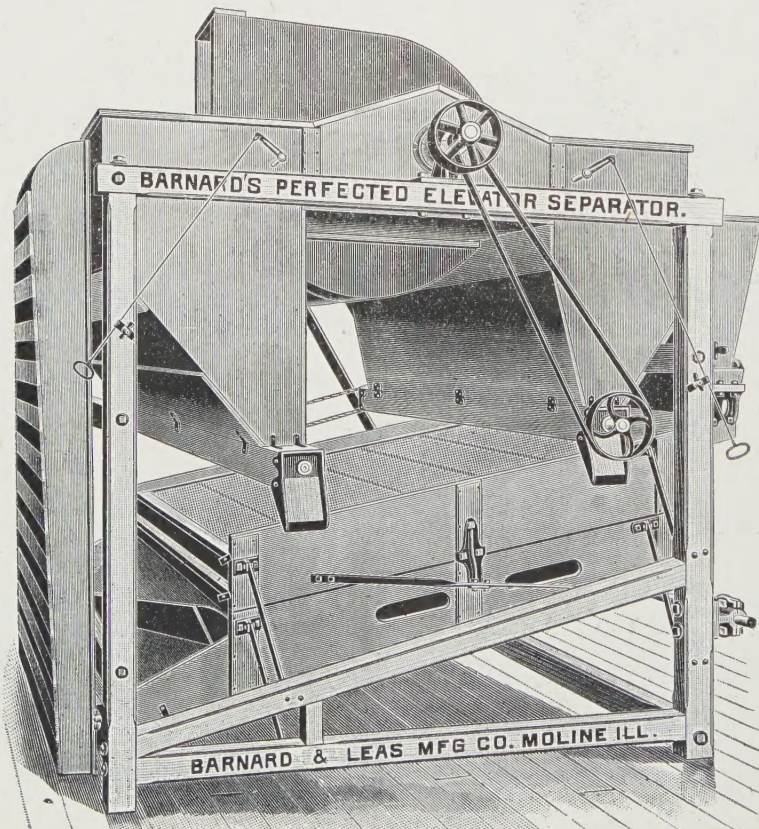
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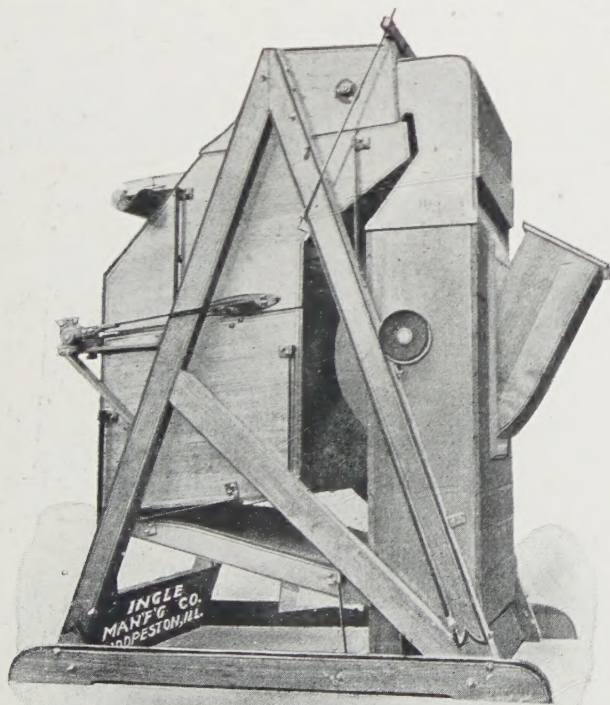
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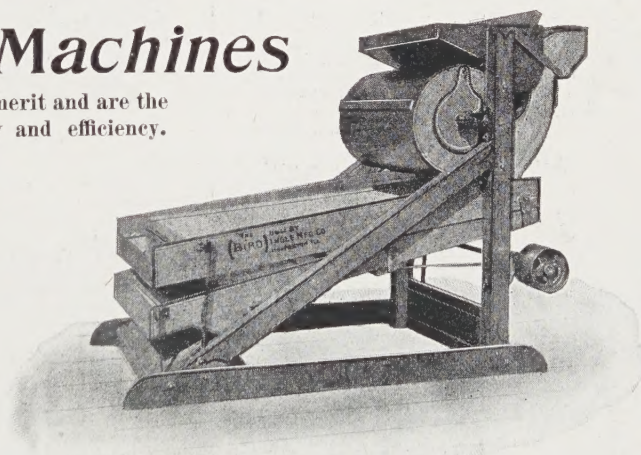
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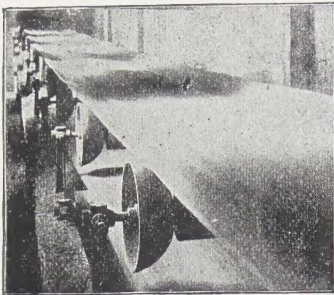
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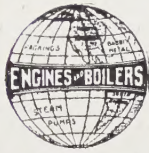
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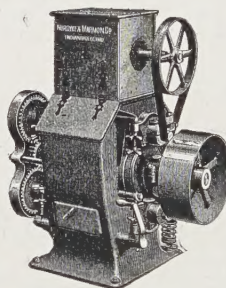
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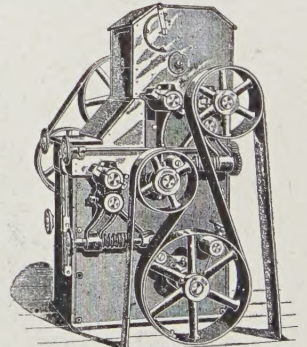
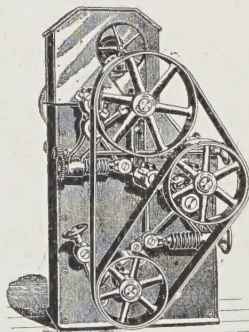
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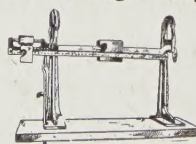
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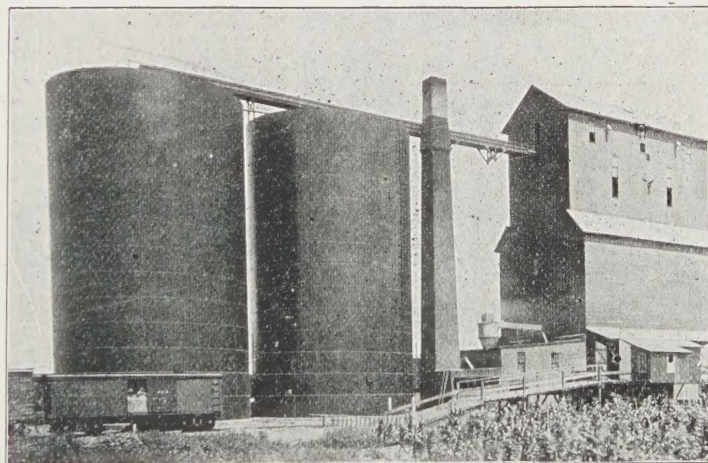
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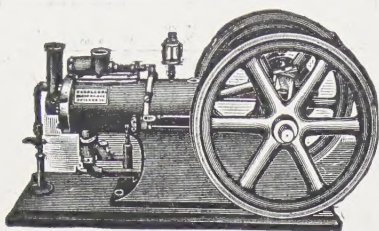
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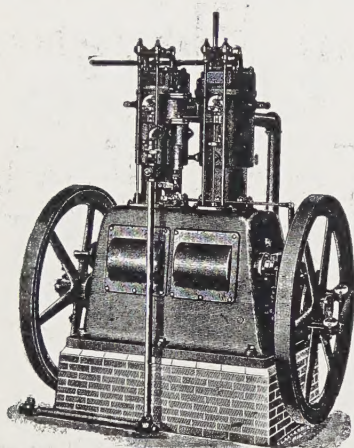
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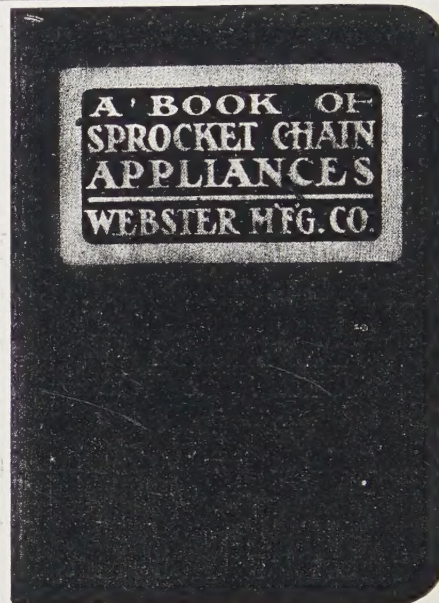
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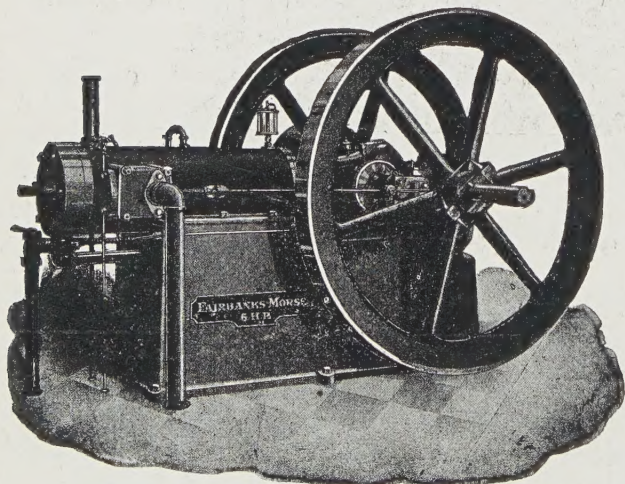
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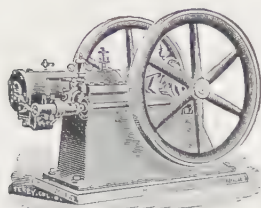
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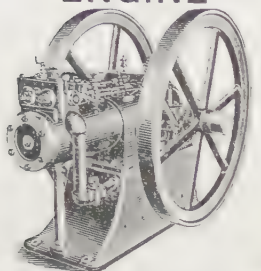


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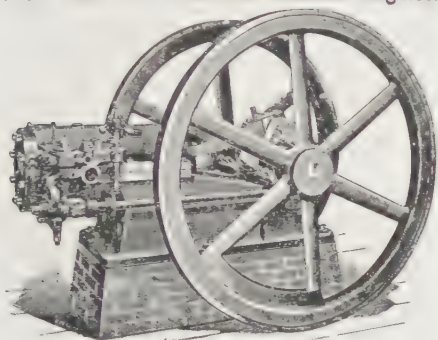
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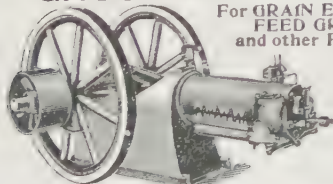


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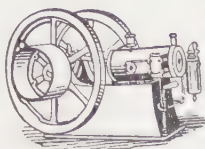
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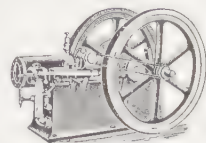


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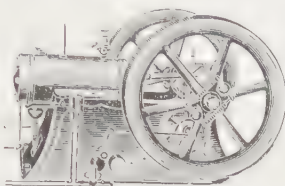
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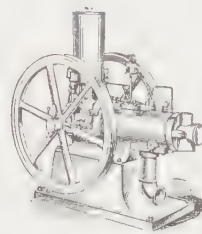
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Russia is said to be making strenuous efforts to fill Port Arthur with grain as a preparation for war.

The value of seed exports for the eight months ending with February was \$6,345,000; against \$4,449,000 and \$2,218,000 for the corresponding periods of 1898-9 and 1897-8.

With the opening of its line to Omaha, Neb., the Illinois Central Railroad has decided to work export cotton thru Portland, Ore. For return traffic to New Orleans the company is prepared to make low rates on corn.

Freight traffic officials of western roads held a meeting at Chicago March 20 and agreed to advance rates April 10: From Missouri to Mississippi River points the rates will be advanced from 5 cents to 9 cents per 100 pounds on grain.

The Indiana, Illinois & Iowa Railroad has made a close traffic arrangement with a line of steamers to run between St. Joseph, Mich., and Milwaukee, Wis. The I. I. & I. has recently acquired a direct outlet from South Bend to St. Joseph.

Grain tonnage is in good demand on the lakes. Between Chicago and Buffalo, three cents has been offered. The steamer Senator has been chartered to take 315,000 bushels of clipped oats from South Chicago to Buffalo, at 2 cents. Shippers at Duluth and Fort William offer 3½ cents to Buffalo.

The St. Louis Steel Barge Co. plans to revolutionize river transportation. Instead of pushing the tow barges as usual on the rivers, these will be towed by a hawser, as on the lakes. To control the long string of boats in bends of the river, each will be steered by its own rudder. Screw propellers will be used instead of paddle wheels.

Wheat receipts at five winter and four spring grain markets for 40 weeks ending with April 2, as compiled by the Cincinnati Price Current, have been 188,921,000 bushels, against 231,643,000 and 195,948,000 bushels in the corresponding periods of 1898-9 and 1897-8.

For the week receipts were 3,692,000 bushels; against 4,049,000 for the previous week and 2,802,000 one year ago.

In his letter to the Chicago grain shippers J. Pierpont Morgan said: So long as violators of the law go free and railroad companies are also prohibited from co-operating among themselves in any way, however reasonable, to discourage such violation, there appears to be but two courses left to a railway company seeking to preserve its traffic against a competitor who is secretly and illegally cutting rates. One is to adopt the same illegal course, the other is to meet the concession with an open tariff. The latter remedy is severe, but if judiciously applied it ought in the end to be effective, and it is at least lawful.

The suit of John Owens against the International & Great Northern Railroad of Texas, which grew out of the railroad company's denial of the privilege of back haul on corn from Galveston elevators, bids fair to settle another matter of vital importance to grain shippers and railroads. This is the right of the railroads to make different rates for export and domestic shipments. Mr. Owens contends that it makes no difference to the railroad whether corn shipped to Galveston is intended for export or not, as the service performed by the railroad is the same. Consequently the freight charges should be the same. The reduced export rate is a device invented by the railroads running to the Atlantic coast to enable them to compete with Gulf roads without reducing also their domestic rates. The export rate also has been a powerful weapon of the large shippers in beating down competition, as they are enabled to sell grain in the eastern market under export billing at a much lower price than the small shipper who uses domestic billing.

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ELEVATOR for sale, in as good a corn and wheat belt as there is in Indiana. Owing to the death of Mr. R. M. Gard we offer the elevator for sale. R. M. Gard & Co., Scircleville, Ind.

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ENGINES FOR SALE.

GASOLINE engine; 12 h. Fairbanks Morse, used 3 mos. Wm. R. Perrin & Co., 46th and Loomis, Chicago.

GASOLINE engine for sale. Lewis make; too large for business. Address Marfield Elevator Co., Sutherland, Ia.

GAS and gasoline engines bought, sold and exchanged. We sell 1/2 to 50-h. p. Fully guaranteed. Gas Engine Repair Co., 43 S. Canal St., Chicago.

GOOD Frost engine 20 and boiler 30 h. p., at \$100 less than cost. Bot for new elevator; but owing to hitch new engine was put in, this being inaccessible. Seafield Grain Co., Wolcott, Ind.

STEAM outfit for sale; complete; good as new; price, \$300 cash; 20-h. p. engine and boiler, including firebrick and common brick furnace, in use only 4 months; engine and boiler guaranteed to be in good order. James Sheeran, Chapman, Kan.

Are you one o' them pumpkin "fellers."

One time a man raised twenty acres of pumpkins and he never told a soul about having them to sell, till they had all spoiled. His neighbors thought he was—well they thought it a mighty poor way to do business.

Sometimes men put fifteen or twenty thousand dollars into an elevator or machinery business of some kind and never tell the people what they've got—they wait and let 'em find it out.

'Bout horse and horse is'nt it?

The way to let people know about such things is by plain everyday talks in the line of advertising.

We get up those little plain talks for all kinds of businesses, for booklets, catalogues, or newspaper space.

How many people are there that don't know about your business.

Charles H. Marsh & Co.
1317 Chamber of Commerce
Chicago.

Telephone Main 67.

MACHINES FOR SALE.

CORNMEAL ASPIRATOR and purifier for sale. Case, No. 23; price, \$50. Wamego Elevator, Wamego, Kan.

CORNWALL CORN cleaner No. 2, used 3 months, \$75, f. o. b. Washington C. H., O. B. S. Constant Co., Bloomington, Ill.

GRAIN SEPARATORS for sale cheap. Make perfect separation and seed grain. Dealers handling them make \$60 weekly. Hirsch Bros., Milwaukee, Wis.

HOWES No. 5 oat clipper and Howes dustless separator, both for \$250 fob. Chicago; capacity, 500 bu. per hour. Guaranteed to be in first-class condition. Z., Box 2, care Grain Dealers Journal, 10 Pacific Av., Chicago, Ill.

FEED ROLLS, SCALES.—3 three-high feed rolls; 3 600-bu. and 3 60-bu. Fairbanks hopper scales at a bargain; receiving and milling separator at your own price. S. G. Neidhart, 110 Fifth Av. S., Minneapolis, Minn.

HOWES dustless separator for sale, with screens for wheat, corn, oats; 800 to 1,000 bu. per hour; almost good as new; will sell cheap, are in the way since not needed. J. M., Box 6, care Grain Dealers Journal, 10 Pacific Av., Chicago.

NEW and second hand gasoline engines, roller feed mills, steam engines, boilers, shafting, pulleys, belting, flour mill and elevator furnishings at your own price. We corrugate rolls on best machines at large discount. Get our prices and save money. Jackson Corn & Feed Mill Co., Minneapolis, Minn.

ELEVATOR SITES.

TEN ELEVATORS wanted on the Findlay, Ft. Wayne & Western Ry. Good locations. Communicate with Frank Finney, G. F. A., Findlay, Ohio.

LOCATIONS. Persons wishing to locate elevators or other industries in or about Chicago will find excellent locations along the Belt Ry. (known as the inner belt). They offer especial advantages in car supply, prompt movement of cars, low rates, etc., and are within teaming distance of Chicago. Call on or address B. Thomas, Pres. and Gen. Mgr., Belt Ry. of Chicago, Room 11, Dearborn Station, Chicago.

MACHINES WANTED.

IF YOU do not find what you want advertise for it here.

MACHINES not in use can be sold by advertising. Get your money out of them; get the machines out of your way; sell them and reduce your fire risk.

MACHINES WANTED.—If you want good second-hand machines or machinery, make your want known in this department. Others have done so and secured good machines at a low price. You can do as well.

GRAIN FOR SALE AND WANTED.

DAMAGED grain wanted. W. B. Gallagher, 72 Pearl St., Buffalo, N. Y.

CHOICE lots of seed or grain can be sold at premium by advertising here. Try it.

SEEDS OR GRAIN of special grade or variety can be obtained by advertising your want here.

NEW, home grown timothy, clover and millet seed for sale. J. R. Smith & Son, Lamoni, Iowa.

WANTED—550 bu. yellow corn and 300 bu. good white oats, originating on Pan Handle, Cin. North., or C. H. & D. E. A. Grubbs Grain Co., Greenville, O.

**FINE
LOCATIONS**
FOR
ELEVATORS, FACTORIES,
AND OTHER INDUSTRIES ON
The Belt Railway of Chicago.
COMPETITIVE RATES.
AMPLE CAR SUPPLY.
ADDRESS B. THOMAS, PRES. & GEN. MGR.
DEARBORN STATION, CHICAGO.

**GRAIN
DEALERS JOURNAL**
10 PACIFIC AVE., CHICAGO, ILL.

190
Gentlemen:—Enclosed find One (\$1.00)
Dollar for which please send the Grain
Dealers Journal on the 10th and 25th of
each month for one year to

Name _____

Post Office _____

State _____

BUYERS OF DAMAGED GRAIN.

DAMAGED GRAIN WANTED.

I buy damaged grain of all kinds. Write or wire me.

WM. B. GALLAGHER,
72 Pearl Street, - - BUFFALO, N. Y.

East Side Milling Co.
TOLEDO, OHIO.

Buyers of Salvage Grain

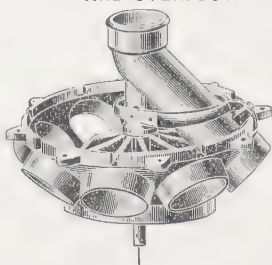
Also all grades of off-grade Grain of all kinds, Screenings and low-grade Flour.
Send samples and ask for bids.

Clark's Record
OF CARS SHIPPED.

Is adapted for the use of country grain shippers, to keep a record of all cars of grain shipped. This book is 9½ x 12 inches and has space for 2500 cars. The leaves are made of ledger paper, ruled for date sold, date shipped, car number, initials, to whom sold, destination, grain, grade sold, their inspection, discount, amount freight, our weight, bushels, destination bushels, over, short, price, amount freight, other charges and remarks. It is well bound in strong board covers, with leather tack and corners. **Price \$1.50.**

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10 Pacific Ave., Chicago, Ill.

Hall Grain Distributor AND OVERFLOW INDICATOR.

Absolutely Prevents...

Mixing grain during process of distribution between turn spout and bins.

Automatically Notifies Operator when Bin is full.

Some of the line companies using our distributors in large numbers:

Nye & Schneider Co.
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Send for booklet to **Hall Distributor Co.,**
222 First National Bank Bldg., OMAHA, NEB.

Gradual Reduction

which has been so successful in milling flour is now for the first time applied to grinding feed.

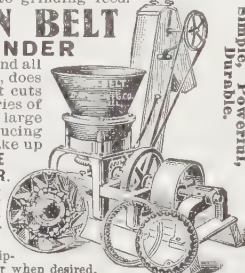
THE CORN BELT FEED GRINDER

for grinding ear corn and all small and mixed grains, does not crush the corn, but cuts it to pieces with a series of knives. First cuts into large cubes gradually reducing them until the burrs take up the work. **MAKES BETTER FEED AND SAVES POWER.**

Easily operated with 3-h. p. up. Runs at low speed—50 to 300 revolutions.

GRINDS MORE ear corn per h. p. than any other grinder made. Equipped with elevator and sacker when desired.

Don't buy a grinder until you write us for circulars, prices, etc. **SPARTAN MANUFACTURING CO., 25 Fox St., Aurora, Ill.**



Simple, Powerful, Durable.

COBS.

The change in the Chicago rules enables the bulls to squeeze the shorts six times a year.

People who have hedges standing from one year's end to the other in the Chicago wheat market will have to pay three times as much commission as formerly, as they will be compelled to change over six times a year instead of twice.

We are indebted to S. S. Daish & Sons, Washington, D. C., for an annual pass over the Washington & Eckington Railroad, which leads to their grain elevator and coal yards. Regular grain dealers desiring a free ride can boro our pass.

Records of the price of wheat in England since 1202 show that the lowest point was touched in 1455, when the grain was worth only the equivalent of 7 cents per bushel, while in 1270 wheat was worth about \$10 per bushel.

Hay exports during the eight months ending with February, as reported by O. P. Austin, chief of the Bureau of Statistics, have been 50,486 tons; against 43,702 tons in the corresponding period of 1898-9. For the month exports were 7,756 tons; against 5,320 tons for the preceding February.

Corn oil in its crude state has an offensive odor and a disagreeable taste, which has prevented its use in food. A patent on a process for purifying the oil has just been granted to Miss Emma Sickles, of Chicago, who is said to have solved the problem which has baffled an army of chemists. The oil is boiled a few hours in a porous clay vessel; and, when cold, filtered thru bone charcoal and the same kind of clay. In consistency and flavor the product is said to resemble olive oil.

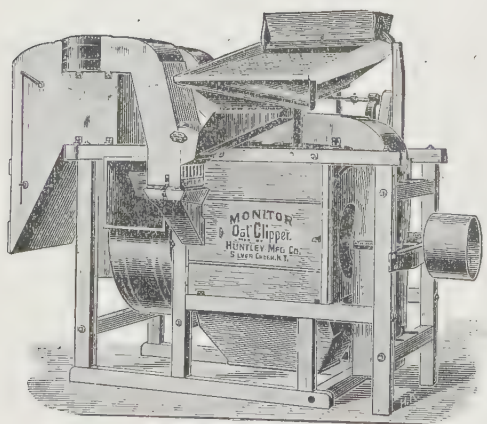
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**OAT CLIPPERS,
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High Grade—Superior Construction

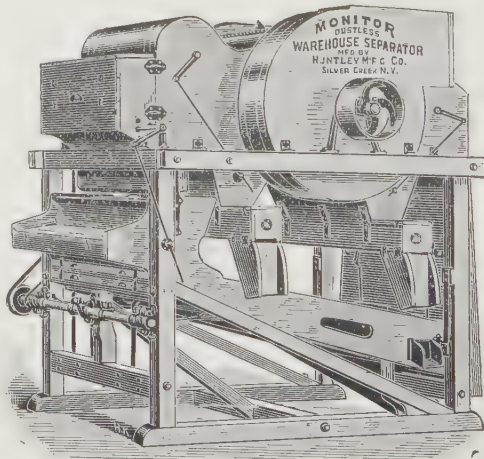
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MFG. CO.,**

Sole Manufacturers,

SILVER CREEK, N. Y.



GRAIN DEALERS JOURNAL

Published on the 10th and 25th of each month
BY THE

GRAIN DEALERS COMPANY.

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CHARLES S. CLARK, Editor.
J. CARVER STRONG, Advertising Representative.
NORMAN H. CAMP, Attorney for the Company.

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Letters on subjects of interest to those engaged in the grain trade, and news items are always welcome.

CHICAGO, ILL., APRIL 10, 1900.

Cheap insurance does not always insure.

Many too-busy-to-read dealers are still placing revenue stamps on their grain tickets.

Dealers in Ohio are all pessimistic over the prospective crop outlook, while those in Kansas are enthusiastic optimists.

What has happened to corn. It is grading, selling at good figure, and the shipper who has not sold ahead is happy.

Some country grain shippers place the name of the railroad they ship over on their letterheads for the information of their correspondents.

Subscribers will do us a favor by keeping the Journal for their personal use. It is designed for legitimate grain dealers, not the general public.

The receiver who declines to handle the shipments of others than regular dealers, is surely entitled to more than passing consideration from shippers.

Those who think a clean bill of lading is not to be desired should study up leaks found by the Check Weight Bureau of the Kansas Grain Dealers Association at Kansas City.

The season for overhauling, improving and enlarging old elevators is at hand and many new ones will also be built. From reports received by recent mails there will be much done in this line this season.

Revenue stamps are still attached to many grain tickets issued by buyers to farmers. The Internal Revenue Commissioner ruled some months ago that it was not necessary. It is a very easy matter to avoid the payment of this tax.

Docking grain for dirt contained is gaining headway. For a time all dealers paid the price offered for grain, for all kinds of stuff brot them by farmers, but the docking practice is rapidly extending to all wheat markets. The time cannot be far distant when more attention will

be given to the quality of the wheat, as well as the dirt it contains. Competition and the exacting manner of most grain growers are responsible for many of the abuses which dealers should have cast off long ago.

Grain buyers who insist on having written contracts with farmers have not been disturbed by the recent rise in the price of corn. They are protected by the farmer's written agreement, and can obtain damages in any court should he be disposed to default on his contract.

The cipher code publisher who first induced the grain dealers to print the name of his code on their letter heads must have been a lover of top column next to reading matter space. If we had our say in the matter dealers would substitute "Read Grain Dealers Journal," for that stereotyped line, "Use Savem's Sifer."

When there is any doubt regarding the grading of grain the shipper will profit by declining to ship it in fulfillment of contracts. If it is off-grade it will be likely to bring him to grief. If you will sell on track make it a point to ship the grade you sell. It will prevent friction, heavy discounts and trouble for yourself as well as the buyer.

The way corn is grading in Chicago now days is a surprise to many shippers who were formerly much distressed by the "rigid grading" of Chicago inspectors. However, the grading does not vary greatly from that in other markets. Chicago's Chief Inspector is credited with expecting an increase of No. 2 corn, as well as receipts of corn for the balance of the month.

The farmers of Northwestern Iowa are organizing a mutual telephone company which will provide communication between different farm houses. This is a remarkable spurt of enterprise, but it harbors much trouble for the credulous grain dealer who is anxious to obtain more than his share of the grain. It will facilitate the grain growers plans for inducing buyers to overbid one another.

In his opening address at the Des Moines meeting last month, Capt. Russell sounded a popular note with all grain dealers when he spoke in favor of steady rates, uniform rates, and equitable rates. How very many times is a shipper's profit on grain he has been holding been more than absorbed by a rise in rates. If the carriers were required to file their schedules and maintain them for ten weeks, instead of ten days, it would be better for them, as well as the shippers.

The secretary of the Nebraska Association reports that the storage of grain for farmers has become almost a dead letter in Nebraska. We regret to say that as much cannot be said of other districts,

in fact competition is forcing dealers in some districts to store grain free for a season. If they were paid a fair price for storing there would be no objection to it, but they have not the nerve to collect what is rightly due them. It is better not to store at all than to store free.

As the germinating period approaches shippers should exercise greater caution in loading grain, especially where grain is likely to remain in cars ten days or more. If it is loaded during damp or muggy weather, or if the roof of the car is not in good condition and some of the gentle spring rain is permitted to get thru to the grain, it will result in trouble for the shipper. Cars must be well coopered to bring satisfactory returns. Roofs must be in good condition, as well as sides and bottom.

Dealers who will exercise an interest in the kind of seed used by their farmer patrons will profit by inducing them to change their seed grain frequently, and by all means induce them to avoid the use of smutty wheat. The losses sustained by Northwestern growers during recent years from this cause, is really alarming. It does not pay to use any old seed which can be conveniently obtained. The labor of planting and cultivating poor seed is never less than that required by good seed. The difference in the result is several hundred per cent.

An anonymous contributor to the Iowa Homestead makes much ado over what he is disposed to call the "laziness" of grain dealers who do not feel it is their duty to look up the credit and standing of farmers who bring grain to them for sale. The grain dealer is not the individual who extends credit to the grain grower. It is the landlord, and as is customary in all commercial transactions the world over, the landlord should also look up the credit and standing of the grain grower to whom he leases his land and extends credit. The duty is one which cannot be fairly required of the grain buyer.

Grain dealers who are placing revenue stamps on telegrams, bills of lading, drafts, checks, leases and notes will be pleased to learn that there is a movement on foot to bring about the repeal of the War Revenue Act of June 13th, 1898. The Secretary of the Treasury estimates that the excess of receipts of the Government over expenses for the present fiscal year will not fall below \$60,000,000, and may rise above \$75,000,000. There seems no occasion for taxing the trade for the purpose of adding to the already large surplus, and different trades contributing to the fund are taking an active interest in the agitation. It behooves the grain dealers to get after their representatives in Congress for relief from some of the burdens.

GRADING CORN IN NEW ORLEANS.

As in all the other seaport towns of the United States, and in some other central grain markets, the rules governing the grading of grain in New Orleans are established by the grain exchange, and the inspectors who grade the grain are employed by it. In the case of the Crescent City, it is the Board of Trade. The supervision of the work is in charge of a Chief Inspector who has given most of his life to the work. A grain committee of seven members, who have the best interests of the market at heart, watch the work of the department closely. The elevators are built and operated by the railroad companies.

The rules governing the grading of corn in New Orleans are as follows:

No. 1. White Corn. Shall be pure white corn, sound, dry, well cleaned, in good condition and free from grains of other color.

No. 2. White Corn. To be dry, merchantable and reasonably cleaned white corn, not to contain over one-sixteenth color.

No. 3. White Corn. All white corn not dry, sound or of quality good enough to inspect No. 2 White.

No. 2. Yellow Corn. To be dry, merchantable and reasonably cleaned yellow corn.

No. 3. Yellow Corn. To be reasonably dry, but not clean or sound enough for No. 2, the proportion to be at least three-fourths yellow.

No. 2. Mixed Corn. Shall be white, yellow and (or) red mixed, sound, dry and reasonably clean, and in good condition for bulk sail export shipment, and must be thoroly mixed before inspection and delivery.

No. 3. Mixed Corn. All mixed corn not clean, dry or sound enough to inspect No. 2.

No. 4. Mixed Corn. All corn not wet or in heating condition, unfit to grade No. 3.

Steamer Corn. May be slightly damp or slightly musty, or not well cleaned, but must be cool, and if sacked, judged fit for steamer shipment. In all other respects it shall comply with the requirements above respecting No. 2 Mixed Corn.

Sec. 4. Special Rule Adopted Aug. 4th, 1897. No corn below the grade of No. 3 shall be admitted into any export elevator.

The rule of the Board forbidding the admission of any corn below No. 3 in any export elevator, practically confines the poor grades to elevator companies which are equipped with driers and to B. F. Glover & Co.'s elevator, which is designed to handle grain for local trade.

The city has no distilleries, glucose factory or mill, hence there is comparatively no local demand for off-grade grain. A little might be sold to local feed dealers, but there is no market for it.

There are some points country shippers have overlooked or at least they seem to ignore, when shipping to New Orleans. The change of temperature their corn is subjected to in passing 800 to 1,000 miles South must be considered. The humidity of the atmosphere of New Orleans also has quite a different effect on corn from the bracing breezes of northern cities. These influences are all patent and must be heeded. If the corn is the least bit damp when loaded, if it is loaded during snow or rain, or if ice is loaded with it, the chances are against its arriving in New Orleans in good condition. Corn of doubtful quality should always be sent to some other market.

Different exporters in New Orleans were interviewed on the grading of corn, and all were of the opinion that the complaints against the market were unjust. They seemed disposed to do anything that was fair to satisfy the shippers. One who is manager for a large export firm said:

Dear Sir: We would suggest that you impress upon the Illinois shippers the following points:

First, the grading of corn in New Orleans, especially in the spring of the year, must of necessity be stricter than it is at Northern ports. This is necessary from the fact that the climate

here during the months of February, March and April is so much more humid and so much warmer than it is North that on this account corn which might grade No. 3 at Northern ports stands a chance of grading No. 4 at New Orleans, as the effect of the atmosphere would be to bring out any latent moisture that might be in the grain.

Second, It might be advisable, and perhaps more satisfactory for the Illinois grain dealers if the Association would appoint somebody in New Orleans, or send somebody down here for the purpose of going over and handling any corn below No. 3 grade belonging to Illinois grain shippers, but the shippers must make provision, in the event of their wishing to take over the corn, to take up promptly the drafts which have been paid by the dealers in New Orleans, and also to pay them interest for the time they were out their money, and further arrange to substitute other corn within the limits of the contract of a quality which satisfies their sales.

We certainly wish to put ourselves right with the shippers in Illinois, and we think after a thorough investigation on their part they will be convinced that there is no desire on the part of the New Orleans grain dealers to take advantage of the Illinois shippers, and further that the buyers would much prefer that the corn would grade according to contract rather than mis-grade.

I judge that there is an impression abroad in Illinois that the No. 4 corn that comes down here is put thru the dryer and raised, say to No. 2 grade, that the shipper stands all the expenses of switching, drying, shrinkage, etc., and that then on the shrunken weight returns are made to the Illinois dealers on a basis of No. 4 corn. This is not so. When the corn is raised to a grade that will satisfy the contract of the Illinois shipper, the dealer in New Orleans pays the price of the raised corn. We do not say that some of the corn after being dried would not be No. 2 corn, but their sale is No. 3 or better. If the corn grades No. 2 after being dried, according to the contract entered into between the buyer and the seller, the seller gets no premium for it. Therefore, even though the grade is raised to a No. 2, still if the dealers in New Orleans pay for the corn so raised at the contract price, they are fulfilling their obligation.

Another thing that must not be lost sight of is that there is no market here for No. 4 corn, and that, therefore, the shipper whose corn grades No. 4 will likely suffer to a greater extent in proportion in the New Orleans market than in the Northern market, where probably there is some uses which No. 4 corn can be put to.

It seems to us that if the Illinois shippers would be careful in regard to the corn they ship South, there would be little, if any, trouble. They want to realize the fact that damp corn is not suitable for this market, and if they can realize better prices by shipping it to Chicago, we advise them to do so rather than ship it to New Orleans.

In the matter of weighing your investigation will show you that weights are taken by sworn weighers, that the buyers have no interest in, and can in no way benefit by any shrinkage which may occur between the shipped weight and the delivered weight. On the contrary, we feel convinced that the desire exists with all of us to please the country shippers to the utmost, and that a heavy shrinkage is as much a matter of regret with us as it is with them. Where the shrinkage occurs, in nearly every case investigation will show that either directly or indirectly it is the fault of the shipper. The system of weighing at export points is so perfected that a mistake is much less liable to occur than at point of shipment.

The secretary of another prominent export grain firm said:

All Western shippers know that there is no market here for No. 4 corn, as they find in Chicago, St. Louis and other centrally located points, where they have distilleries, glucose factories and a large feeding demand, and they should therefore send nothing but the very best quality of corn to this market, particularly during the germinating season. We make it a rule whenever possible, to place any No. 4 corn we may have on our local market, whenever we can do so at a reasonable discount. In this way we have placed cars occasionally at discounts ranging from 1½ to 3 cents off the price of No. 3 or better. Three cents off we consider by ½ to ¾ cent per bushel better result for the shippers than putting the corn through the dryer, which we find averages from 3½ to 3¾.

As regards corn which is handled through dryer, beg to say that shippers pay only exactly what the exporters are compelled to pay to make the grain grade No. 3 or better. It is, however, more expensive for receivers here to receive No. 4 corn than it is should the corn grade as per contract. It takes from 5 to 10 days for the corn to get to the dryer and be returned to the export house in condition for export. Besides this, the exporter is under expense for the extra insurance and interest, which he must cover on the dry house, which he would save if he had

no No. 4 corn to put thru dryer, so you can figure there is no advantage to the exporter. On the contrary he has had both insurance and interest to pay, neither of which he charges to the shipper against his No. 4.

Some shippers are under the impression that since most of the corn after drying grades No. 2, that the exporter has that advantage. In answer to this I can only say that no exporter would bid for No. 3 or better corn were he certain that all the receipts would grade No. 3. They could not afford it. They, of course, rely upon certain proportions grading No. 2, and were shippers to ship only No. 3 corn against purchases of No. 3 or better, the exporters would very soon discontinue bidding for No. 3 or better corn and bid for No. 2 mixed.

It has been tried to dry corn to make it grade No. 3, but this, after several attempts, has been abandoned, because it is necessary, in order to remove the moisture, that the grain pass thru the entire process, as otherwise it is impossible to regulate the drying or to know just when to take the corn out, so as to catch the grade of No. 3. In nearly every attempt that has been made of this kind the result has been that the grain, when returned to export house, was again turned down as No. 4, and this resulted in double switching and double drying charges. None of the exporters care for the No. 4 corn, in fact they would prefer if shippers would relieve them of any corn that grades No. 4, so as to save them the annoyance caused them in looking after and handling the No. 4 and the extra expense for interest and insurance.

SEEDS.

Exports of grass seeds other than clover and timothy during the eight months ending with February were valued at \$145,000; against \$138,640 during the corresponding period of 1898-9.

Clover seed exports for the eight months ending with February, as reported by O. P. Austin, chief of the Bureau of Statistics, were 27,548,000 pounds; against 15,100,000 pounds in the corresponding period of 1898-9.

The Missouri crop report says: Clover seed has been winter-killed to a considerable extent in some counties, but is good in most sections. In some of the southern counties it was nearly all killed by drought last fall.

Exports of timothy seed for the eight months ending with February, as reported by O. P. Austin, chief of the Bureau of Statistics, were 10,090,000 pounds; against 10,315,000 pounds for the corresponding period of 1898-9.

Cotton seed exports during the eight months ending with February, as reported by O. P. Austin, chief of the Bureau of Statistics, have been 34,606,000 pounds; against 24,726,000 pounds during the corresponding period of 1898-9.

O. P. Austin, chief of the Bureau of Statistics, gives the exports of flaxseed for the eight months ending with February at 2,732,000 bushels; against 2,802,000 bushels and 257,165 bushels in the corresponding periods of 1898-9 and 1897-8.

Missouri is not a large clover seed producer. Ohio and Indiana are, and they have suffered from winter-killing. Illinois is also a large producer some years. The area seems to be extending. Iowa and Wisconsin are important producers.

C. A. King & Co. write: Some who are new in the seed business seem to think two seed should be like two wheat. All two red soft is put in bins with a similar quality. It is different with two seed. Every bag is graded upon its merits and sold by sample. The price of two seed varies with the quality. There is very little this season which can be recleaned into prime. That which can be commands the top price. The quality runs from good to very poor, with the average of the grade, bringing about an average of the range on two seed.

LETTERS FROM THE TRADE

A BIG DAY'S WORK.

Grain Dealers Journal: In the Journal of March 25, I notice the item that the Northwestern Iowa Grain Co.'s elevator at Dyersville took in 107 loads of grain in one day. Now, Nebraska does not take a back-seat for any state in the matter of rush. There are any number of days that we take in over 100 loads. On July 19, 1899, we weighed and dumped into the elevator 167 loads, mostly corn; and on March 14, 1900, we weighed and dumped 171 loads of corn, 114 of which were put in by one o'clock. We would easily have put in 200 loads had not a snow storm stopped the shellers. E. F. Peck, Manager, Farmers' Co-operative Association, Cedar Bluffs, Neb.

WHEAT IN ILLINOIS, INDIANA AND OHIO.

Grain Dealers Journal: I have just returned, April 4, from a trip to Pennsylvania, mostly by daylight, during which I noted carefully the condition of growing winter wheat.

The outlook is not at all flattering along the Illinois Central to Chicago, and the Pittsburg, Ft. Wayne & Chicago to Pittsburg. After getting 50 to 60 miles northeast of Springfield on to Chicago, practically no wheat is growing, not a wheat section; but in crossing northern Indiana and Ohio via Fort Wayne, Crestline, Canton, Alliance and thence to East Liverpool, and across into Pennsylvania, I saw a prospect poorer than any I have ever seen in 27 years' experience. The wheat seems to be dead on the ground, very brown, with no appearance of green to be seen even at the roots. When I inquired of traveling men who covered the whole of those states they told me the prospect was as poor over all. Nine-tenths of the wheat will have to be plowed up and planted to other crops.

From what I have seen between this place and St. Louis, via the C., P. & St. L., I believe the prospects are better. In central and southern Illinois the prospects are better by far than for the last six years. M. R. Thayer, Buffalo, Ill.

ELEVATOR AT HUTCHINSON, KAN.

Grain Dealers Journal: A description of some of the arrangements of the new elevator built by the Hutchinson Feed & Grain Co., at Hutchinson, Kan., last spring, may be of interest. The house has a capacity of 10,000 bushels, with five stands of elevators, grain cleaning and feed grinding machinery, all driven by a 50-h. p. Atlas engine, taking steam from a 60-h. p. Hutchinson boiler.

Two stands of elevators are used for grain; one with 7 x 12 and one with 7 x 9 cups. Three stands are used for meal and feed, those used for meal have 4 x 6 cups, and the one used for feed has 4 x 7 cups. The feed mill has capacity of 5,000 pounds per hour, and a capacity of 2,000 pounds of fine meal per hour. The equipment includes a Victor Corn Sheller No. 1, one Cornwall Corn Cleaner, one Barnard & Leas Warehouse Separator, one 3-high Great Western Corn Roll, 9 x 24, one double stand Edward P. Allis Rolls, 9 x 18; one double and one single Nordyke & Marmon Co. Sieve Scalpers for meal, one ear corn chain drag, which carries the corn 24 feet from wagon

dump to sheller; the back-going leg carries shelled corn and cobs from sheller to large elevator which delivers it to corn cleaner on third floor, and the clean corn to a 700-bushel hopper scale, whence it goes to bins. The cobs are run into cob house over the dump.

Grain is taken from cars with a power shovel and can be run to the sheller or direct to elevator. The house is equipped with five of Lockwood's Friction clutches; one is used on sprocket driving chain, one on wheat cleaner, one for sheller, these are in the basement; one is used for the two large elevators, and one for the corn cleaner; these are on a shaft in the third floor.

The grain bins are all overhead of the first floor, and have cast iron bottoms with steel slides, and all levers are at hand on work floor. The friction clutch on large elevator is also worked from work floor. All the elevators are of the self-contained style, and the fourth floor is used for distributing only.

The two turn spouts feed into holes which are so cut in two circles that one spout running to hopper scale receives grain from both elevators. All grain shipped out of the house has to go thru the scale. While the scale hopper is on the second floor the beam is on the work floor, making it very convenient in weighing out cars of grain. It is the most complete house in the state, that I have seen.

I was on the ground before the stone was laid, and I had an experience as foreman with building a house on sand. The basement is 24 x 30 and 9 feet deep. At the depth of 10 feet we were in water and Arkansas River quicksand. The wall is laid on footing stone 36 in. wide. The wall proper is 24 in. at bottom and battered on both sides to 15 in. at the top and thoroly cemented inside. The boot for the large elevator is 4 feet below the basement floor, and is set in a steel tank 5 feet in diameter. The tank was sunk by using a ring 6 feet in diameter and 6 feet deep, which I used to sink in the sand as the hole was dug out. We had a lively time in the quicksand. After the ring was down deep enough the tank was set inside and filled over half full with large stones to sink it. This done, we used rope and block to raise the ring, filling in as it came up. When this was completed the basement was slushed with cement and small stone to the depth of 4 in., and cemented with portland cement, completing the job in good shape.

The house has an addition or warehouse for storing ground feed and meal. This addition is 20 x 24 ft., and is arranged to be convenient for loading to car or wagon. For safety the boiler and engine house was set 10 ft. from the elevator building. The boiler room is separate from the engine room, and has a coal chute from track side to front of boiler and cob door. It is very convenient to use either coal or cobs for fuel. J. R. McAtee, Concordia, Kan.

GRADING CORN AT NEW ORLEANS.

Grain Dealers Journal: The articles which have appeared in the various grain publications concerning the grading of corn at New Orleans have caused considerable comment not only by the local dealers along lines which make a specialty shipping to that port, but also among receivers in New Orleans.

Any article which is written question-

ing the methods, or in any way insinuating that there are irregularities existing at market centers always arouses in the patron of such a market a question of doubt, which, in turn, makes the shipper feel suspicious, even though the treatment which he is receiving at such a market is the very best that circumstances will allow. This matter of doubt alone, in the mind of the shipper, causes uneasiness, and in turn prompts him to favor other markets at even less money.

Being track buyers of grain in the center of the corn belt of Illinois, and shipping as we do east, west, north and south, we are placed in a position to notice the discussions in the columns of the trade journals, and to feel the effects of the same, not, however, as much as those who are located at the market centers, about which these discussions are going on.

There is no market in this country which has not at some time been subjected to criticism for the way in which the business has been conducted, and, as for that part, there never will be a time in which perfection will be attained and absolutely no mistakes committed.

The grading of grain is a matter of human judgment, a matter in which the inspector may err. Possibly there are inspectors at some of the various markets who are incompetent, but I believe there was never a time at which more care has been exercised in the appointment of said officials than the present. This, undoubtedly has come about from the fact that the dealers thruout the country have been watching carefully the work in this line and have been ready to assert themselves.

In order to satisfy our firm of the actual conditions which exist in New Orleans' market, I took occasion to spend four days of last week in that city, going every forenoon to the various elevators, meeting the inspectors at their work, watching the cars opened, graded, unloaded and weighed, and the afternoons of each day I spent in calling on the various dealers of the city. I devoted more time and attention to the Illinois Central facilities than to those of other roads entering the city, from the fact that all shipments that our firm makes is over that line.

Will say with reference to the elevator facilities, that the Illinois Central company has elevators A and B at Southport, leased by Chas. F. Orthwein's Sons; Elevator C at Poydras Depot, operated by the railroad company and used for local business for the city and for drying purposes; Elevator D at Stuyvesant Dock, operated by the railroad company also. It is Elevator D that all grain billed for export to any of the various firms is delivered, save that which is consigned to Chas. F. Orthwein's Sons at Southport. This elevator is one of the best equipped houses for handling of grain in this country. There is a shed at one end of the elevator covering a double track, which receives about thirty cars at a time, and it is under this shed that grain consigned to New Orleans for export is graded.

Three of the days which I was in the city it rained continually, but to show the care of the railroad company in the handling of the grain after arrival under this shed I will say that the roof of each of the cars is swept off and the sides brushed down when it is raining, so as to have the cars as nearly dry as possible before being opened for inspection. After having been opened the assistant of the inspector in charge, by means of his tester, brings samples of grain from either end of the car.

From January 1st, 1900, to March 22d, inclusive, there were 4,460 cars of grain received over the Illinois Central road, and out of this number 194 graded No. 4.

The Illinois Central Railroad is doing everything in its power to maintain the reputation of New Orleans as a grain port to attract buyers from the other side, for it is necessary to have a demand before shippers could find a market. It is also using every effort to see that justice is dealt the shipper, so that out-turns from that market may warrant its patronage by the shipper.

Superintendent John C. Fears, I am sure, would take pleasure in answering any inquiries concerning any particular car arriving at his elevators, and would be glad to render any assistance within his power in the interest of the patrons of the road which he represents.

I have found in New Orleans, as in other markets I have visited, that the shipper does not at all times use proper precaution in having his cars coopered, nor in cleaning his corn. I saw quite a percentage of the cars with grain doors bulged at the bottom, not having been cleated, as should have been done. I also saw quite a lot of corn which had considerable chaff and pieces of cobs in it, and as any dealer well knows, it is this chaff and cobs, containing a certain amount of moisture, which, going into a warmer climate causes most of the trouble complained of, resulting oftentimes in off-grading of corn, which if properly cleaned would have graded as sold. Respectfully, C. A. Burks, Decatur, Ill.

ASKED AND ANSWERED

DOES CHICAGO DEAL IN 1,000-BUSHEL LOTS?

Grain Dealers Journal: I see some of the proposed amendments to the rules of the Chicago Board of Trade in the Grain Dealers Journal provide for trades in 1,000-bushel lots at $\frac{1}{8}$ -cent commission. I think this would be a good thing for dealers in a small way. Hitherto, as I understand it, Chicago Board of Trade members would not take trades for less than 5,000 bushels. Has this rule been changed? E. T. F.

The impression that 5,000 bushels is the smallest quantity traded in by members of the Chicago Board is very common; and has been created by the refusal of many commission brokers to handle the "small fry" orders. The commission on 1,000 bushels is small; and many brokers discourage speculation by persons with small means, who usually cannot afford to lose. No change has been made in the rules regulating the quantity traded in by Board members. The rules permit trading in the 1,000-bushel lots the same as in 5,000-bushel lots, but the trading in the smaller quantities is confined almost entirely to wheat. It may be said there is practically no trading in corn or oats in less than 5,000-bushel lots, and orders cannot be executed satisfactorily. In wheat, however, orders can be executed in lots of from 1,000 bushels up, and most of the commission houses will handle them.

Mississippi River grain rates eastbound have been raised by the eastern lines, effective April 2, while the Chicago rates are left unchanged, both export and domestic.

GRAIN DEALERS' EXCURSION TO GULF.

By P. F. Lucas,

Of Goffe, Lucas & Carkener, Kansas City, Mo.

It was 4 o'clock Saturday morning, March 24th, that the special vestibuled train of eight sleepers and baggage car arrived in Topeka over the Santa Fe Ry., bearing 250 members and families of the Grain Dealers and Millers Association of Kansas, just returned from an eight days' excursion to the principal port and cities of Texas. A few hours later they were speeding toward their homes on the morning trains out of Topeka. Before leaving, however, the members enthusiastically expressed themselves as having experienced a series of most enjoyable days. The special train bearing the excursion-



"Not Even a Policeman to be Seen."

ists pulled out of Topeka Thursday, March 15th, at the close of the annual meeting of the Grain Dealers Association of Kansas; the train being in charge of Mr. Seagrave, the courteous representative of the Santa Fe.

Friday morning dawned cold and crisp, with the thermometer ranging around 10 degrees above zero, and when the party left the cars for breakfast at the Fred Harvey eating house in Arkansas City, Kan., the demand was for "sunny south" weather. The day was spent in getting acquainted, and before night the people in each car were as sociable as old friends, and general visiting from car to car was indulged in.

Saturday morning at the breakfast stop—Rosenberg, Tex.—the soft spring air, the green fields, the blossoming peach and pear trees, the early vegetables, the sprouting corn, and budding leaves were the topic of conversation, and many of the ladies picked bouquets of early spring flowers. It being St. Patrick's Day, the engine was appropriately decorated with green, and as national flags had already been generously placed on the cars and engine, we went into Houston at 11:30 a. m. with "flags flying." At the depot we were met by a large reception committee of ladies and gentlemen who supplied us with green badges and pretty buttonhole bouquets. In charge of the reception committee we boarded trolley cars awaiting us, and were carried over enterprising Houston—the largest city of Texas. After dinner another special train was provided for us and, accompanied by a brass band, we visited the principal industries around the city, ending with a visit to Clinton, about five

miles below the city on Buffalo bayou. At this point is located immense wharves and warehouses, here we saw thousands of round bales of cotton ready to be shipped to deep water at Galveston.

In the evening the good people of Houston gave a reception for us at the Capital hotel. Speeches were made by Mr. Tom Richardson and others, of Houston, and responded to in behalf of the Kansas delegation by Mr. C. B. Hoffman, of Enterprise, and I. M. Yost, of Hays City. Recitations and music followed.

Sunday morning the special train was en route to Galveston over the tracks of the Southern Pacific Railroad, stopping at LaPorte, the head of the proposed new ship canal across Galveston bay towards Houston. Altho Galveston had been duly apprised of our coming, there was not even a policeman to be seen at the depot to direct us to hotels, and the party was soon scattered over the city. Meanwhile the train was sidetracked on one of the wharves convenient to the city, and giving a fine view of the harbor. The leading attractions were the beach, the bay, the gulf, the wharves and shipping, and the prairie state visitors rapidly got in touch with their nautical surroundings.

Monday morning early the entire party filed down the gang plank of the steamer Lawrence and were taken across Galveston bay to Point Bolivar, where they transferred to train on the Gulf and Inter-State Railroad, for Port Arthur. Twenty-five of the ninety miles on this trip was along the beach on the Gulf of Mexico, giving a fine view of miles of breaking surf. During the several hours spent at Port Arthur, the excursionists inspected the great canal, elevators, docks, warehouses and terminal facilities of this promising new port, which has already exported millions of bushels of Kansas grain. On the return to Galveston a stop was made on the beach to gather ocean shells and many beautiful specimens were picked up as souvenirs. It was night before Point Bolivar was reached, and as the Lawrence plowed across the bay, the flashing signal lights of the armored



"Many Availed Themselves of the Opportunity of Surf Bathing."

cruiser New York and battle ship Texas were seen. These, with the gleam of the harbor lighthouses, the lights of anchored vessels, and the numerous twinkling electric lights of the city, made a memorable picture.

Tuesday dawned clear and sunny, an auspicious day for visiting the warships. The steamer Lawrence having been specially chartered for the exclusive use of

the excursionists, all hands went aboard at 2 p. m., were taken down the harbor and went aboard the flagship New York, which they inspected from keelson to fighting top. The ladies took instruction in working the eight-inch guns in the turrets which terrorized the Spaniards at Santiago, while the men learned from the jackies how to run the ship. The grain men even found an "elevator" used in hoisting ammunition. The battle ship Texas and the gunboat Machias lying near by the New York were later visited by many.



"The Paganini of Kansas assisted by Fred Maegly."

Wednesday many availed themselves of the opportunity of surf bathing on the Galveston beach, and as the air and water were pretty cool, the shivering bathers on the beach appeared to have a bad attack of ague.

The sights of Galveston having been exhausted every one was ready to pull out with the train Wednesday night for San Antonio, where we arrived Thursday morning over the International and Great Northern railroad. Notwithstanding a drizzling rain, the party soon dispersed over the city. Among many attractions the historic Alamo, ancient Spanish missions, U. S. military post and the Ostrich farm commanded the greatest interest. San Antonio is a city of 60,000 people, and as a winter resort, attracts thousands of Northern people. The gently rolling country, in contrast with the level land along the Gulf, the numerous foliaged Pазas, and quaint crooked streets makes San Antonio an attractive city at this season. It was regretted that more time could not be spent here, but our time schedule being limited, we were obliged to start at 5 p. m. on our long journey north of over 800 miles.

In conclusion it must be said that no mention of this excursion can be complete without complimentary mention of the excellent management by Mr. L. Cortelyou, Mr. E. J. Smiley, Mr. George H. Hunter, Mr. Harry Work, and other Association officers, who worked indefatigably from start to finish and thereby made the excursion a great success.

SHELLS FROM THE GULF.

It was remarked that the cars ran as smoothly over the Santa Fe track, as a bicycle on an asphalt street.

First strawberries were eaten at San Antonio.

Lunch stations were dubbed "Grab counters".

Mr. F. C. Maegly the genial assistant general freight agent of the Santa Fe, accompanied the excursion, and assisted in the minstrel show.

At Houston the inhabitants were startled by the grain dealers cry, as follows:

"Rah, rah re,
Who are we,
Kansas grain dealers
Don't you see;
Rah, rah re."

as given by the "air tights" it was simply a "stem winder."

The Kansas Grain Dealers Mammoth Mastodon Minstrels under the direction and management of the two great artists J. H. Ward, of Hays City; and A. S. Hunt, of Arkansas City; assisted by a galaxy of forty—40 count 'em—burnt cork artists, gave a series of star engagements in each car of the train. Nothing like it before was ever seen.

The grain dealers "song", words by the well known poet H. J. Lane, of Blue Rapids, Kan., sung to the tune of "Good bye my lover, good bye", was sung on many depot platforms in Texas by the "entire company" accompanied on the violin by the celebrated "Paganini," of Kansas, J. H. Ward, of Hays City.

On the way home the train was delayed in the Indian territory by a broken engine, and breakfast thereby delayed about five hours.

A graders outfit being discovered up the track, Mrs. C. B. Hoffman, of Enterprise, and Mrs. O. A. Higgins, of Stockton, gave a reception in the cooks' tent and served hot coffee to the famished occupants of the train.

The ubiquitous kodak was along in flocks, and captured everything in sight. A dozen of them were noticed strung down the rail of the Lawrence, firing rapidly as they approached the New York. Be it said in proof of the excellence of the New York's armour, that not even the paint was scratched.

The impromptu dance on the wharf at Clinton, was a warm article.

Hamlin V. Poore, of Bird Island, Minn., is organizing branches of the Northwestern Grain Growers Association.

Rice cultivation is the principal industry in Siam, and the city of Bangkok has 26 mills, most of them operated by Chinese firms.

The London Corn Trade Association has adopted new rules for ascertaining the natural weight of wheat cargoes at port of discharge.

The Chicago Teachers Club proposes that small farms be conducted in the city parks to give the children some knowledge of rural economy.

A surgical operation which recently was performed on the cheek of a boy at Yardley, N. J., to search for a tumor, disclosed a grain of wheat which had sprouted.

Wheat crop prospects in Victoria and New South Wales have been much improved by recent rains; and the outlook is generally more favorable than for years.

Paris advices are that considerable interest is being manifested in the American corn kitchen at the Exposition. Corn is commanding attention abroad as well as at home.

Flaxseed exports from the Argentine for the crop year of 1899-1900 are given by the recognized authorities as approximating 280,000 to 300,000 tons, the prospects being of the best character.

JOHN J. McCaffrey DECEASED.

John J. McCaffrey who was at the head of the well-known grain and hay firm of Daniel McCaffrey's Sons, Pittsburg, Pa., died March 23, after a lingering illness of about six months.

Mr. McCaffrey was born in Pittsburg, and at the time of his demise was about forty years old. He was one of the most progressive of the younger business men of the city, and had an unusual influence in business circles.

Mr. McCaffrey was a graduate of the Western University of Pennsylvania and Duffs Business College and for the past fourteen years has been at the head of the firm of Daniel McCaffrey's Sons, he with his brothers having assumed charge of the business at the death of their father, by whom the business was established in 1867.

At the time of his death he was vice-president of the Pittsburg Grain and Flour exchange and one of its leading spirits. On the exchange he was famil-



John J. McCaffrey, Pittsburg, Pa.

iarly known as the "Hay King" of Pittsburg, being one of the largest dealers in that commodity.

Mr. McCaffrey was also a member of the National Hay Association, a member of its board of directors and a member of the Grain Dealers National Association. He labored zealously in behalf of the Hay Association, knowing its power to improve trade conditions.

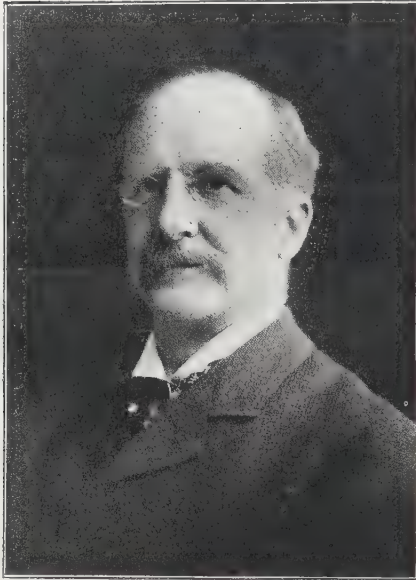
He had a personality that quickly won friends and his kindness was often and freely shown. Among his business associates he was held in highest esteem.

O. P. Austin, chief of the Bureau of Statistics, has introduced a novelty in the monthly summary of commerce, in the form of a chart with lines and curves which convey a better idea of the fluctuations of our exports of grain and provisions since 1870 than would a whole library of statistics.

Chas. D. Snow & Co.: The shortages in all fodder crops of Europe last summer, and in the Argentine corn crop now being harvested, have turned an unusual volume of buying orders in this direction, which, with competition from stock feeders in the West, keeps the supply small in central markets, and induces bull speculation in futures.

GRAIN INSPECTION DEPARTMENT OF
NEW ORLEANS.

The grading of grain at New Orleans is done by the Grain Inspection Department of the New Orleans Board of Trade. All inspectors are appointed by the Board of Trade, are bonded officers of that organization and receive their pay from it. During 1899 additions were made to the inspection force so that it is now able to do all the work promptly.



Chief Inspector R. McMillan, New Orleans, La.

The inspection fees which are collected by the Board of Trade are 40 cents per car for grain into elevators and 25 cents per thousand bushels. When the present Chief Inspector first became identified with the department the out inspection fee was \$1. per thousand bushel.

As most of the grain exporters and brokers have offices in and near the Cotton Exchange the office of the Grain Inspection Department has been established at 215 Varieties Place (ironically called Pneumonia Alley) just back of the Cotton Exchange.

The inspection force includes Chief Inspector R. McMillan, Assistant Chief Inspector N. J. Bendic, and Assistant Inspectors Abbott Robinson, J. H. Kamlade and W. L. Richeson. W. A. Gwyn is Secretary of the department.

In order to insure grain's arrival at destination in good condition it is to the direct interest of every one identified with the grain trade of the Crescent City, to see that it leaves port in good condition. The grain inspectors watch the grades and the inspection. Department employs three supervisors to supervise the loading of grain into ocean vessels. Loading grain during wet weather, or loading other freight into the same hatchway with grain during rainy weather is prohibited by the rules of the board and stopped by the supervisors. This is one of many stringent rules adopted to foster the city's grain trade. The supervisors in charge of this work are C. A. Miltenberger, Chas. N. Schmidt jr., and J. Stringer.

Chief Grain Inspector Robert McMillan, whose portrait is presented herewith has been identified with the grain business all his life. He was appointed assistant inspector by the Board of Direct-

ors of the Produce Exchange (now Board of Trade Limited) in July 1882, and has been identified with the grain inspection department ever since. He was appointed Chief Inspector, in 1891 to fill the vacancy occasioned by the retirement of the late Mr. J. T. Belknap.

At the time Mr. McMillan, received his appointment the exportations of grain from New Orleans were confined exclusively to receipts by river on barges the grain being transferred to ocean steamers by floating elevators. At that time six floating elevators were employed and each had an average capacity for loading into vessels from barges about 8,000 bushels per hour.

New Orleans is not new in the business of exporting grain. Mr. McMillan tells of seeing as many as six ocean steamers anchored in the river opposite the old New Orleans elevator shown in this number, awaiting their turn to be loaded with full cargoes of grain, by the floaters.

In the engraving given herewith is shown some of the grain exporters, Chief Inspector McMillan with his assistants on the stairs, John C. Fears, superintendent of the Central Elevator & Warehouse Co., is at the extreme right and T. L. Fairchild, superintendent of Chalmette Elevator, is at the extreme left.

GRAIN TRADE OF NEW ORLEANS.

New Orleans has long been recognized as one of the principal ports for our export grain trade, but until the last four or five years the grain business of the Crescent City gave the leading export port of the country no uneasiness. Since 1895 the growth of the export grain trade of Louisiana's metropolis has been remark-

city's grain trade, says, "the real export grain business of the city was started about 1870-1. All shipments in the early days were made in sailing vessels of about 36,000 to 60,000 bushels' carrying capacity. All grain was received by barges or river boats; none by rail. Grain has been received by rail to any considerable extent only since 1891."

The tonnage of ocean vessels arriving at New Orleans is increasing each year, which will insure the carrying of grain to Europe at a low rate for years to come. The tonnage of the 1,484 vessels arriving at New Orleans during 1899 was 3,250,000, and 1,362 of these were steamships.

During recent years the railroads entering the city have shown a firm determination to build up the city's grain trade and have invested many thousands of dollars in providing first-class facilities for handling the grain and for placing it in prime condition for export. All care is being exercised to protect the interests of the country shippers as well as the buyers in foreign markets, in hope of making it an attractive market for them. No expense has been spared to insure the handling of grain to the satisfaction of these two factors. The spirit shown is just the opposite of that which is driving grain from the Buffalo and New York export route, where all kinds of extortionate charges are levied upon grain and grain carriers passing that way.

In New Orleans no wharf charges are levied upon boats loaded at any of the elevator wharves. The only charge or expense to ship is \$1 per thousand bushels paid to stevedores for trimming grain. No lighterage, no tonnage, no wharfage. The only charge to the exporter on grain loaded within 15 days after arrival is 25 cents



A Few New Orleans Grain Dealers and Inspectors.

able, yet it seems certain that it has only started to grow, for all interested in the city's export grain trade, directly or indirectly, are working harmoniously and earnestly to foster the city's trade.

Leonhard Naef, manager of the New Orleans Elevator Co., and a pioneer in the

per thousand bushels for inspection. Elevating, storage for 15 days and loading out is free at all elevators. All grain must be inspected before being received into the elevators and at the expense of the consignee. All grain is stored free for 15 days, and $\frac{1}{4}$ cent per bushel is charged

for every 10 days or part thereof following.

With this encouragement the export trade has increased so rapidly that the railroads have been kept busy and several of the elevators have had more than they

months of last year. In January of this year 162,800 bushels of barley were exported, which is the first shipment reported in a long time.

The exports of corn, wheat and oats for the ten last years were as follows:



View from Scale Floor of Elevator D, New Orleans.

could do. In fact, the business has almost outgrown present facilities, altho the elevators are new. The prospects for a still greater increase in grain trade of the port are so flattering as to prompt two of the railroads to erect other elevators. The Texas & Pacific will soon start to duplicate its elevator at Westwego and there is a well-founded rumor afloat that the Illinois Central will duplicate its Elevator D. Then when the steel barge system which is to be established between St. Louis and New Orleans gets to running and carrying the grain of its promoters the New Orleans Elevator Co. will have to put more floating elevators into commission.

The exports of grain during recent years shows a steady gain. The corn movement via New Orleans during the

NEW ORLEANS EXPORTS.

	Corn.	Wheat.	Oats.
1899.....	21,718,697	11,795,644	882,700
1898.....	20,336,514	12,618,504	1,704,188
1897.....	27,823,179	10,248,763	1,365,063
1896.....	24,787,123	3,467,756	555,240
1895.....	8,624,046	785,135	253,240
1894.....	5,203,750	3,065,070
1893.....	6,719,035	12,799,105	891,286
1892.....	6,924,403	14,335,409	99,000
1891.....	1,941,853	10,014,450
1890.....
1889.....	13,241,284	1,387,000	114,428

GRAIN HANDLING FACILITIES OF NEW ORLEANS.

The grain handling facilities of New Orleans have been improved and enlarged

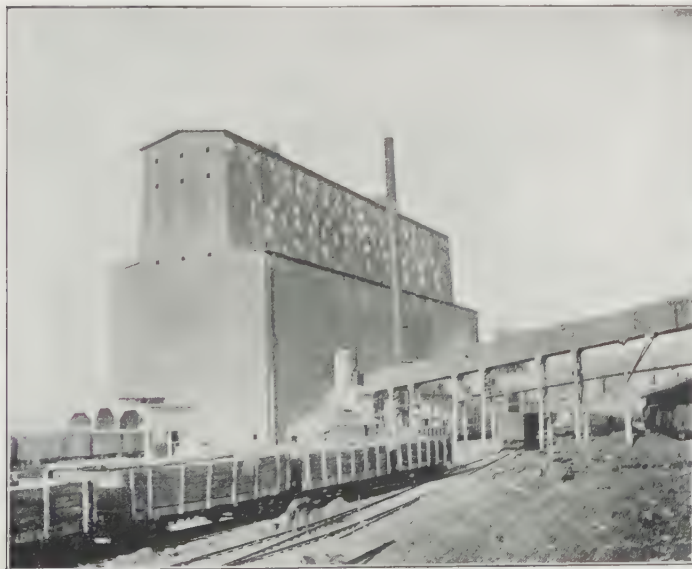
port Elevator A, 150,000; Elevator B, 300,000; Poydras Elevator C, 350,000; Stuyvesant Dock Elevator D, 1,000,000; Chalmette Elevator, 500,000; Westwego Elevator, 350,000; B. F. Glover's Elevator, 70,000, and the New Orleans Elevator, 250,000 bushels.

The development of the port of New Orleans as a grain exporting point has been going on with accelerating pace during the past few years, and no one factor in the recent growth of grain exports has been more conspicuous than the influence of the Illinois Central in seeking to divert grain intended for the export trade from Atlantic ports to New Orleans.

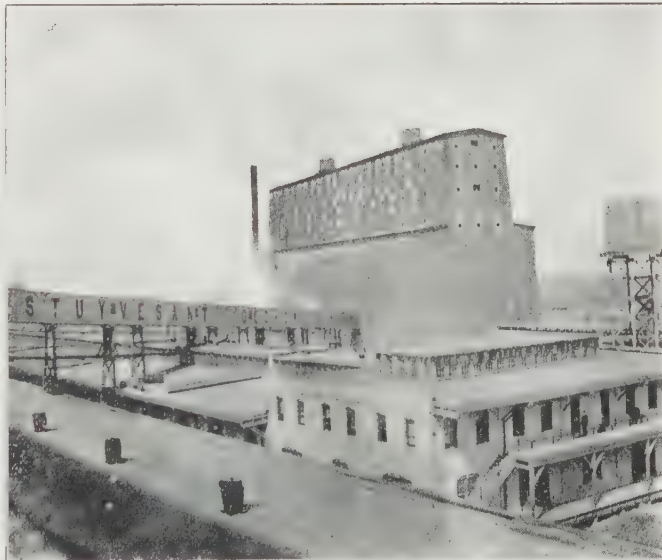
The port of New Orleans extends from Southport, 7 miles above Canal street, to Chalmette, 5 miles below Canal street. The wharves on the river front are 4 miles long. The depth of water along the docks ranges from 25 to 35 feet, and the depth of the channel ranges from 50 to 110 feet, so that any steamship which can pass the jetties, 107 miles below, will not encounter trouble by reason of shallow water.

The New Orleans elevator which is illustrated herewith is not used much now. It is the oldest of the city's elevators, having been built by Len Higbie in 1868. Mr. Higbie, previous to going to New Orleans, had been engaged in the grain business in Milwaukee and St. Louis. In the river beside the New Orleans Elevator, shown in view from scale floor of Elevator D, are the 3 floating elevators of the New Orleans Elevator Co. These are used in transferring grain from the river barges to the ocean vessels, one-half cent per bushel being charged for the service. Each floating elevator has one leg. The Dora has an elevating capacity of 12,000 bushels per hour, the Windward 11,000, and the Gov. Morton 10,000. The president of this company is Henry C. Haarstick of the St. Louis & Miss. V. T. Co. The secretary and manager is Leonhard Naef.

The first modern elevator to be built in New Orleans was Elevator A, which was erected in 1889 by the Y. & M. V. R. R.



Elevator D, from the West.



Elevator D and Office, from the East.

last three months has been 8,989,909 bushels, while during the same months last year only 5,879,658 bushels were exported. The wheat and oats exports for the last three months were 1,278,800 and 199,033 bushels respectively, against 4,733,537 and 103,519 bushels for the same

repeatedly during recent years, and this year further improvements will be made, so that before the dawn of the new century the aggregate storage capacity of the city's grain elevators will be about 4,000,000 bushels. The storage capacity of the present elevators is as follows: South-

Its grain receipts increased so rapidly that soon it was found necessary to build an annex. Elevator B, which adjoins it, was soon completed. Prior to the erection of these elevators only grain received by water was exported. The innovation immediately gained favor and exports of

grain received by rail increased rapidly until now most of the grain exported is taken into the city by rail.

Elevators A, B, C and D, all of which are illustrated in this number, are owned

ELEVATORS A AND B.

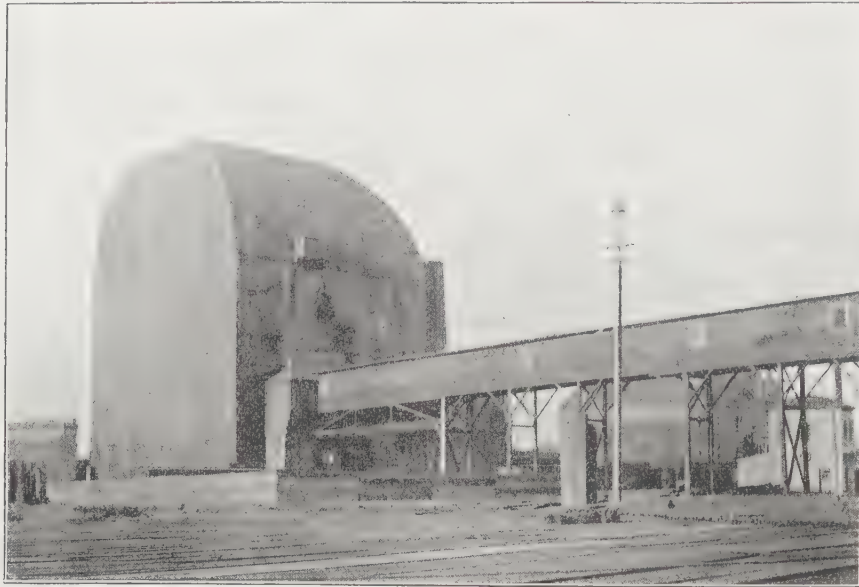
Elevators A and B are now leased to and operated by Chas. F. Orthwein's Sons, grain exporters and steamship agents. The wharves and sheds are under

elevators, which are connected by a gallery, thru which runs a 30 inch belt conveyor, have a daily handling capacity of about 150,000 bushels. The conveyor gallery, extending from Elevator A to the dock, is 400 feet long and contains two 36-inch belts. Two ships can be loaded with grain and four with cargo at the same time.

Elevator B has 1 track running thru it, and its 2 receiving legs have an elevating capacity of 6,000 bushels per hour. Below each of the two garnerers is a 1,000-bushel Buffalo Hopper Scale, from which the grain may be dropped to either of two 30-inch conveyor belts, which carry grain out to the bins in the storage part. These bins are arranged in 4 rows, and grain from them is dropped to one of two 30-inch conveyor belts running below the bins. Over each receiving track is a drip shed, in which cars are detained a short time during rainy weather to permit all the water to drip off roofs before the cars are placed over the receiving sink for unloading. This prevents the grain being dampened and deteriorated. Water tank and fire pumps provide fire protection. The power plant consists of a boiler plant, which supplies steam to a 75 h. p. engine in Elevator B, a 75 h. p. engine to run the conveyor belt and Elevator A. Mr. E. L. Mallory is superintendent for the present operators of the elevators.

ELEVATOR C.

The only inland public elevator is Elevator C, which is often called the Poydras street elevator. It is equipped with driers, and to it is sent all damp grain and corn grading below 4. The house is 100 x 108 and 131 feet high, and has large



New Orleans, the First Elevator Erected in New Orleans, La.

by the Central Elevator and Warehouse Co., and serve as terminals for the Illinois Central Railroad. The officers of the company occupy a story, 60 x 100 feet, above one end of the large brick ware-

the control of the Illinois Central. Elevator A has 3 receiving and 2 shipping legs, each of 5,000 bushels capacity. Above its five 1,000-bushel Fairbanks Hopper Scales are 5 garnerers of 1,200 bushels ca-



Elevators A and B, New Orleans, La.

house just completed at Stuyvesant Docks. John C. Fears, formerly in the grain business at St. Louis, is superintendent of the company, and T. P. Doty is assistant secretary.

capacity each. The only cleaning machinery in the plant is a Barnard & Leas cleaner. A 100 h. p. Atlas engine furnishes the power, which is transmitted by belts. One track runs thru the elevator. The two

brick warehouses adjoining, which are used for sacking grain for local and gulf port sack trade, and handling bran, feed and other sacked feedstuffs. Three spouts are provided for spouting grain from ele-

vator to hoppers in warehouse. On the first floor are 4 Metcalf driers, 2 coolers and 12 Garden City fans. Above the 76 bins are three 1,000-bushel Fairbanks scales and three 1,200-bushel garner, which receive grain from the 3 receiving legs. Two tracks run thru the elevator and each can be used for receiving or shipping. Three loading spouts are so arranged that each can spout to cars on either track. On the bin floor are 3 telescope spouts. The elevator contains 1 No. 9 Monitor Oat Clipper and 1 No. 9 Monitor Separator. Each of these machines can be reached direct from either leg, and above each are two 600-bushel hoppers to facilitate cleaning and clipping. A dust house is provided outside, and all dust blown to it. A standpipe with hose attachments on each floor provide fire protection. The house is lighted by electricity. In the boiler room are four 100-h. p. boilers and in the engine room 2 Atlas engines, 1 of 100 h. p. and 1 of 125 h. p., also a boiler pump, a fire pump and a pump to take condensed water back to boilers from driers. Henry J. Bailey, who has invented a grain drier, is foreman of the house.

ELEVATOR D.

The largest and best of the city's elevators is Elevator D, which is 86 x 283 feet, and 146 feet high. Here every precaution is taken to prevent any deterioration of grain, and every facility provided for the rapid handling of grain. Each of the 2 receiving tracks is covered with a drip shed of 14 cars capacity, where the cars are detained before being placed over the receiving sinks in the elevator. Under each track in the elevator are 7

els per hour. The receiving tracks extend thru the house, which so facilitates the work that it has handled 35 cars per hour.

to the scale floor. On the bin floor above the 132 bins and running full length of the elevator is a 36-inch belt conveyor.



Chalmette Elevator, New Orleans, La.

The receiving legs are numbered 1 to 7, while the shipping legs are named Denmark, Boston, Chicago and Albany, the

In Elevator D, as in the other public elevators of the city, the weighing is done by official weighmen, who are licensed by



Cleaning Elevator C, New Orleans, La.

receiving sinks, they being arranged by pairs, so that each of the 7 receiving legs elevate grain from either of two sinks on opposite sides of it. The receiving legs have an elevating capacity of 8,000 bush-

purpose being to reduce the liability to mix numbers. The shipping legs are of unusual size, an elevating capacity of 15,000 bushels being accredited to them. A passenger elevator carries the workmen

the city and employed by the elevator company. No charge is made to the shipper for the service. In Elevator D 5 weighmen are kept busy attending to the eleven 1,200-bushel Buffalo Hopper

Scales. A roomy office is provided for Francis P. Sala, the head weigher, on this floor.

The house is well lighted thruout and equipped with the Day's System of sweep ups and dust collectors. The only cleaner in the house is a Barnard & Leas Separator, however, all corn shipments for export are run from bin to sink thru a long open spout, with wire of one-fifth inch mesh, and most of the dirt removed. No expense is spared to get the grain into the elevator in good order, to clean it and place it in ocean vessels in prime condition. An earnest effort is made by all the elevators to foster the city's export trade, and no loading into ships is done during damp or rainy weather. To the fair spirit which pervades all the work at Elevator D may be credited the remarkable increase in business, which from September to December inclusive, 1899, was over 4,500,000 bushels in excess of the business done during the same period of 1899.

The loading capacity of the elevator is

gineer and Mr. John R. Anderson is foreman.

The marked enterprise of the Illinois Central Railroad is visible at every turn. The best facilities are provided for handling the grain, and it is done almost without charge. All interests are treated with fairness in an effort to make New Orleans an attractive market. The yards about Elevator D will accommodate 1,500 cars. Only recently a large fire proof one-story brick warehouse has been completed for the I. C. R. R. Co., between the elevator and the river. It is 100 x 1,200 feet and divided by means of brick wall into 10 sections. Inside it is covered with fire proof paint. The wharf is 2,100 feet long, and can handle 6 ships at once. A. E. Scaife is Wharfinger.

It is rumored that the Illinois Central will duplicate its Stuyvesant Dock plant on adjoining land, and it is now engaged in building what will be the largest terminal yards in the world, so that it will soon be in position to handle an unlimited amount of traffic quickly and with ease.

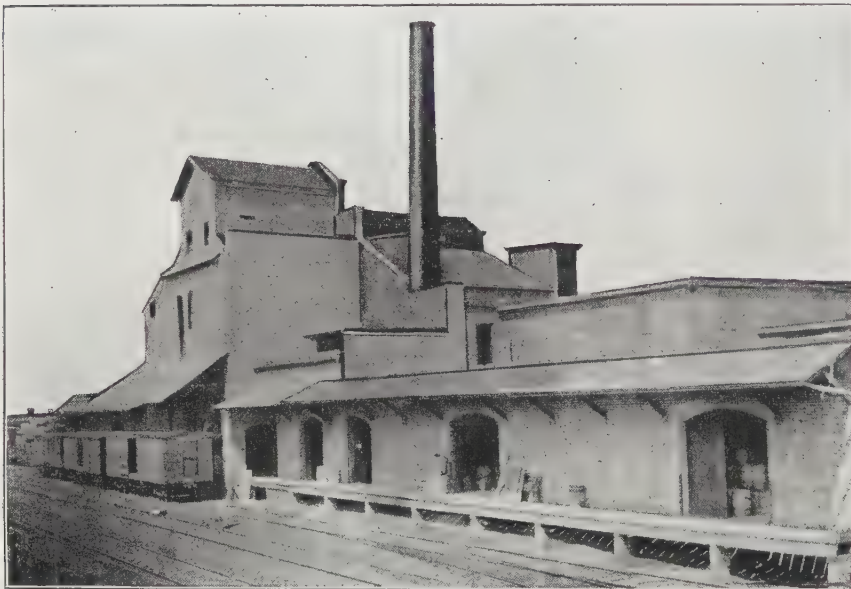
any road is handled at the Chalmette Elevator.

WESTWEGO ELEVATOR.

The Westwego Elevator, which is operated by Texas & Pacific R. R., is across the river above Elevator D. It has storage capacity for 350,000 bushels, can receive about 50,000 bushels a day, and load 16,000 bushels into vessels. It has been kept running day and night the last season, hence a duplicate of it will be built immediately. Geo. W. Roth is superintendent.

NEW BASIN ELEVATOR.

The New Basin Elevator and warehouse recently completed by B. F. Glover & Son, has a floor space of 255 feet along the railroad, and an average width of 125 feet. It is well built of brick and conveniently arranged for handling the business. The elevator's 44 bins have an aggregate storage capacity for 70,000 bushels. Three elevator legs and 4 screw conveyors facilitate the transfer of the contents of any bin to the sacking floor. A 60-ton Fairbanks Track Scale is supported on 35-foot piling. In the working part of the elevator are a Richmond Oat Clipper, a Richmond Receiving Separator, a dust collector, a No. 10 Bowsher Feed Mill, a Sullivan Corn Cracker and an 80-h. p. Nagle Automatic Engine. A large local feed and shipping business is done, averaging about 600 cars of grain, hay and flour per month, not including the firm's export business. Boats of light draft can be drawn into the canal beside the warehouse and loaded.



B. F. Glover's Elevator and Warehouse.

80,000 bushels per hour, there being 2 conveyor galleries running from the elevator out to the marine gallery, which extends 2,000 feet along the wharf. In each of these out galleries are two 36-inch belts, having a carrying capacity of 20,000 bushels per hour. In the marine gallery are 4 belts and trippers, so that 4 ships could be loaded at the same time, and each with a different kind of grain. Every 30 feet along the marine gallery is a loading spout.

Power is supplied by a 630 h. p. Twin Corliss Engine in the brick power house on the river side. Steam is produced in four 150 h. p. boilers. A large water tank, tanks on roof, a fire pump, 18½ x 12 x 12, and a stand pipe with hose attachments provide fire protection. A 65 h. p. engine runs a 500 16 candle power incandescent electric light plan. During the coming summer this plant will be doubled and the steam plant will be enlarged by adding 2 more boilers and an engine of like capacity. The power is transmitted direct from fly wheel, over 19,000 feet of rope drives being used. The elevator legs are driven from line shaft in Texas by means of large gear wheel, cut-outs being provided for each leg. Mr. O. Speer is the chief en-

CHALMETTE ELEVATOR.

About 6 miles down the river from Elevator D is the Chalmette Elevator of the New Orleans & Western R. R., the city's belt line, which encircles the city and connects with all railroads. The managers have aimed to establish a reputation for fair treatment, good weights and small shrinkages. The elevator is a crib house, covered with corrugated iron, 64 x 149 and 131 feet high. It has storage capacity for 500,000 bushels, and loads out 20,000 bushels per hour. Its 3 receiving legs have an elevating capacity of 6,000 bushels per hour, and one of these can be used for shipping, when more work is at hand than can be done by the 2 regular shipping legs. One track runs thru the elevator. Above the 56 bins are five 1,000-bushel Fairbanks Hopper Scales, with a larger garner over each hopper. The only cleaners used are 2 Monitor Separators of 1,500 bushels capacity. The wharf conveyor gallery is 300 feet long, and the gallery connecting the elevator with it is 489 feet, a 30-inch belt being used to convey the grain. Power is supplied by a 250-h. p. Atlas engine. The elevator and terminals are lighted by electricity. T. L. Fairchild is the superintendent. Grain from

THE SUPPLY TRADE

If you have something to sell advertise it. All successful men have been good advertisers.

The Edward P. Allis Co., of Milwaukee, Wis., has about 400 men now employed at its branch works in Buffalo, N. Y.

B. S. Constant Co., Bloomington, Ill., writes: Our cleaners are very much improved this year, and astonish the inventor with their wonderful cleaning power.

The Kansas City Hay Press Co., Kansas City, Mo., has added gas and gasoline engines to its line. The firm has built an addition to its plant to accommodate this branch of business.

C. H. Booth, of Peoria, Ill., has been succeeded by C. M. Ward as general agent for the Marseilles Manufacturing Co., of Marseilles, Ill. Mr. Booth has been transferred to the Kansas City office of the company.

The Perfection Seed and Grain Separator Co. has been incorporated at Wilmington, Del., with a capital of \$100,000. The incorporators are R. A. McCormick, C. G. Carmine, of Baltimore, and T. J. Hatfield, of Richmond, Ind.

The Weller Manufacturing Co., Chicago, has the contracts for furnishing the entire equipment for the elevator of the Davenport Elevator Co., at Davenport, Ia., and for the new elevator of Chas. F. Oretzwein's Sons, Ft. Worth, Tex.

A German court has held that an invention of a factory employe belongs to his employers. An inventor was convicted and fined for imparting his invention to other people. This decision was sustained on an appeal to the federal court.

H. L. Day, of Indianapolis, has issued a circular containing the names of firms for whom he has installed dust-collecting systems. The list includes many of the prominent elevators of the country, besides a large number of wood-working establishments.

The Chas. Munson Belting Co., Chicago, will move its factory May 1 to large and well-equipped quarters at 33 to 37 Ontario street. The offices and display rooms will be moved across the street from their present location to 38 and 40 South Canal street.

Now is the time to keep your name and business before the many grain men of the country. The season for improvements is at hand. This year there will be many new elevators built and many will be overhauled and repaired. Do you wish a share of this business? An ad in the Journal will help you.

The Sykes Steel Roofing Co., Chicago, Ill., has been sending an announcement to the trade regarding its line of corrugated iron for elevators. It also contains a picture of the Lake Shore Transfer elevator, Chicago, which is one of the many elevators covered with corrugated iron supplied by this firm.

Beckman Bros., Des Moines, Ia., have commenced the erection of a new factory. It will consist of two buildings, each 40x140, two stories high; a one-story frame, 40x60, and several small iron-covered buildings for storing material. The new buildings will be modern, up-to-date and well equipped in every way.

SUITS AND DECISIONS

G. W. Wilson, commissioner of internal revenue, has decided that all duplicates of shipping documents, as bills of lading, manifests and memoranda, are subject to 1 cent stamp tax.

The supreme court of Louisiana has decided that the warehouse business is not incidental to the operation of a railroad, and that railroad companies are therefore stopped from conducting a warehouse business.

The Middle Division Elevator Co., of Chicago, Ill., has brot suit at New Orleans, La., against the Union National Bank, of that city to recover \$51,206, alleged to have been illegally placed to the credit of another party by the bank.

S. S. Chase brot suit against the Blodgett Milling Co., Beloit, Wis., for damages for spoiling a lot of pop-corn in shelling. In court the company showed that the corn had been injured by mice before delivered to them for shelling. Chase lost his case.

Roll & Kerley, of Peck, Kan., have brot suit against Lewis Stunkel, a rich farmer, for \$210 damages for failure to deliver 4,000 bushels of corn at a certain time. Stunkel contracted to deliver the corn at 23¾ cents per bushel. When the time came corn was worth 29 cents, and he sold it to a firm at Clearwater.

Clark & Hillis, whose elevator at Hillisburg, Ind., was burned in January, have brot suit against the Lake Erie & Western Railroad to recover \$5,000 damages. It is alleged the fire was caused by the negligence of defendants in maintaining a defective stove in the depot where the fire originated, and whence it spread to the elevator. Also, it is claimed that the road is liable for failure to ship the grain when offered for shipment.

COMPETITION.

(Paper read before the Kansas Grain Dealer's Association by W. S. Washer, of Atchison.)

The old adage says, "Competition is the life of trade". It might also be added that "Competition is often times the death of profits". As business men we are naturally much interested in the matter of margins of profit, and the question of the limit to which competition should be allowed to go is a vital one.

Sad to say, there are, or at times have been, more men in the grain business than in any other line of trade, who allow themselves to be governed by the first maxim quoted. In their desire to create lively competition they prevent their fellow dealers and themselves from earning the daily bread which the excessive sweat of their brows should have vouchsafed them. Fortunately this class of individuals is rapidly decreasing in numbers, and if they have not at length seen the error of their ways, are enjoying a much needed rest in the shadow of an almshouse. If not, they are probably still busily engaged in dodging the persistence of the collectors of the overdrafts which their improvidence had created.

Experience has taught every business man that where unrestricted competition is allowed to go to its ultimate limit, he soon finds his business in such condition that his profits are not reasonable or proportionate to the amount of capital which he has invested. The grain men of Kansas realized this a few years ago when they found the value of their elevator property depreciated and their incomes by no means commensurate with their investments. This condi-

prices are made so low by combination or agreement of any kind that profits are unreasonably large, then the condition becomes monopolistic and oppressive. Retribution will inevitable follow in the form of rampant and unrestricted competition, which will destroy confidence, profits, and depreciate values.

The advantages of an understanding between buyers at local points are apparent wherever the system is in operation. It gives the dealer a legitimate profit. The producer with grain to sell is content, for he knows that he is getting as much for his product as his neighbor. It makes the market more stable. This is certainly to be desired for grain values fluctuates enough without additional instability being caused by the vagaries of eccentric buyers.

The humble seeker after knowledge upon the subject of grain competition learns many things from casual observation. For instance, he invariably ascertains that whenever a "buck" is started at a station, it is always "the other fellow" who first acted the goat. You can learn that from the "other fellow's" competitor. He wants to know if you won't please find out what the matter is with that "other fellow" and why he won't behave himself. So you cross the road, and ask a few questions, only in despair to learn that it is still the "other fellow". Elusive, he has slipped from you like a will o' the wisp, yet he is only just across the way. But you could cross and recross that road till doomsday and never catch him.

It is this habit of always blaming the other fellow which has fostered discord for so long among grain dealers. Mutual jealousy and a spirit of intoleration has kept you far apart.



Grain Dealers' Union at Grand Hotel, Council Bluffs, Iowa, March 22, 1900.

tion was in part due to the generally demoralized and chaotic state of the trade thruout the state, and to the prevalence of scalpers and scoop shovel artists. But it was more often due to the fanatical zeal of dealers with abnormal ambitions to handle every bushel of grain shipped from a station, regardless of the question of profit.

In the last few years this desire for profitless glory has materially decreased. The dealer has come to realize that it is best to let his neighbor across the way have his share of the trade, and each get a reasonable profit. The beneficent policy of "Live and let live" is gradually supplanting the old cut-throat theories of competition. As a result, elevator property is worth more today than ever before and the trade is in the best condition in its history. Of course there are still left a few of those razor backed individuals who want it all, but the species has so degenerated that we may look for its extinction within a reasonable length of time.

This improved state of the trade is due largely to what may be termed "regulated competition". The phase may seem paradoxical, but I think that it is not. Competition may be carried on without going to an absurd and unreasonable limit. Many inducements may be offered to encourage trade without encroaching upon legitimate profits. When all competitors are on an equal basis, then it will probably follow that a fair and equitable division of the trade will be the result. This may to a certain extent seem an ideal condition, yet if we grant to others the same privileges which we ourselves demand, then it must be the natural outcome.

In considering a question of regulated competition, we should remember that competition should be controlled only to the extent of making sure a fair and legitimate profit. As soon as

But it is to be sincerely hoped that as general conditions become more familiar to each of us, that this feeling will pass away. It is the plain duty of this association to work toward that end. There is no reason why the grain business should not be upon as firm a basis as any other line of trade. Stability should be made as certain as possible with a commodity the value of which fluctuates as much as grain.

The part which this association has to perform in the problem of competition and its regulation is an important one. It must first promote confidence and interdependence among the dealers. It must act as general overseer of conditions existing thruout the state. By fairness and impartiality the association must strive to preserve harmony everywhere. It must be as rigorous a judge of the conduct of its own members as of the acts of others. It must regulate prices so that margins will only be fair and legitimate, and thus forestall any complaint upon the part of the producer of grain. Let us hope that by the time we gather here again these conditions will have been in large measure realized and that competition will then be no longer so formidable a foe of profit.

The Bayfield, Superior & Minneapolis Railway Co. proposes to build a line connecting those points. John T. Lamb, of Bayfield, Wis., is general manager.

President Ingalls of the Big Four has called a meeting of western railroad officials to be held at Hot Springs, the middle of April, to consider the feasibility of raising grain rates to 15 cents.

PATENTS GRANTED

Charles I. Simpson, of Nampa, Idaho, has been granted letters patent No. 646,321 on a corn crib.

Louis C. Bonnot, of Canton, O., has been granted letters patent No. 646,893 on a grinding cylinder.

Lewis Hohmann, of Chicago, Ill., has been granted letters patent No. 645,747 on a hopper bottom grain vessel.

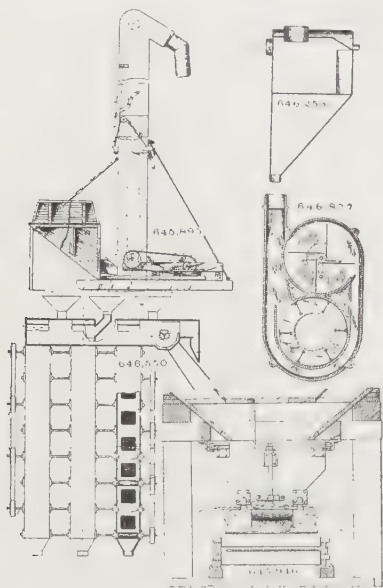
August H. Boelter, of Ewing, Ill., has been granted letters patent No. 645,245 on a feed mechanism for roller grinder mills.

Joseph C. Bissell, of Sterling, Minn., has been granted letters patent No. 645,544 on a bag holder for grain weighing machines.

Philip C. Palmer, of Kansas City, Kan., has been granted letters patent No. 645,233 on a machine for registering and recording weights.

Albert T. Otto, of Chicago, Ill., has been granted letters patent No. 645,044 on a gas engine and assigned same to Robert L. Stevens, of Hoboken, N. J.

Albrecht Heil, of Frankfort-on-the-



Main, Germany, has been granted letters patent No. 645,293, on a gas engine and assigned it to A. Wolf, Jr., & Co., of same place.

Clark Sintz, of Grand Rapids, Mich., has been granted letters patent No. 646,322 on an explosive engine and assigned it to the Wolverine Motor Works of same place.

Halvor Eielson, of Hatton N. D., has been granted letters patent No. 645,895 (see cut) on a grain elevator and assigned three-fourths to Martin D. Johnson and George Jurgens of same place. This elevator is designed for use at small stations where there are no facilities for handling grain. It will load grain direct from wagons to the cars.

Arthur W. Banister, of Boston, Mass., has been granted letters patent No. 646,253 (see cut) on a dust collector and separator. This consists of a metal casing with a number of inlets for the dust-laden air, which as it is carried downward is separated, the dust being taken away thru the bottom opening, while the dust-free air is discharged from a top air outlet.

John S. Detwiler, of Philadelphia, Pa., has been granted letters patent No. 646,550

(see cut) on a cleaning, scouring and polishing machine for grain or the like. The principal feature of this machine is series of alternately arranged pairs of polishing rollers and cleaning brushes. Also air ducts connected with an exhaust chamber wherein a suction is produced which draws off the dirt.

Scott F. Evans, of Minneapolis, Minn., has been granted letters patent No. 645,946 (see cut) on concentrating rolls for grain conveyor belts and means for operating same. The principal feature upon which this letters patent is issued is the concentrating rolls. They are arranged upon each side of the belt and elevate the edges of same. The rolls can be moved simultaneously into or out of engagement with the belt as desired.

James B. Schuman, of Columbia City, Ind., has been granted letters patent No. 646,877 (see cut) on a pneumatic elevator and assigned it to the Pneumatic Elevator and Weigher Co., of same place. This consists of an elevator foot containing two wheel receptacles. The wheel in the lower receptacle throws the grain up the tube and the blast fan in the upper receptacle creates a current of air which forces the grain thru the tube.

Seneca H. Tromanhouser, of Minneapolis, Minn., has been granted letters patent No. 645,442 (see cut) on a grain cleaner, and assigned it to Niagara Cleaner Co., of same place. This cleaner is so arranged that the grain receives a preliminary cleaning as it passes from the hopper to a glass plate. The grain then passes over this glass surface and as it falls from end of same it is subjected to another current of air, which makes another separation or cleaning.

Cutting of grain rates continues.

Work has been resumed on the Iowa, Minnesota & Northwestern.

The Interstate Commerce Commission will hold a meeting at Kansas City in May.

A line connecting Toledo and Chicago is to be built, it is said, by the Wabash Railroad.

Navigation on the Great Lakes will open late. The weather bureau reports the ice very thick.

Grading is proceeding on the Union Central Railway between Wortham, Tex., and Trinity River.

The heavy movement of grain and merchandise is beginning to tax the car supply of the railroads.

The Janesville & Southeastern Railway Co. has been formed to build 35 miles of road out of Janesville, Wis.

The Illinois Central has given orders for the building of 2,000 cars to be ready for the next grain movement.

The Rutland Transit Co. will operate a fleet of eight freight steamers between Ogdensburg, N. Y., and Duluth and Chicago.

Only 14 miles of track remain to be laid to connect the Indiana, Illinois & Iowa with the C. B. & Q., west of Streaton, Ill.

The Blackwell, Enid & Southwestern Railroad Co. has been incorporated to build and operate 187 miles of road thru Oklahoma.

The St. Croix Short Line Railway Co. has been incorporated to build 55 miles of road to connect Superior, Wis., with St. Paul, Minn.

The Burlington has been compelled to reduce its rates from all points in Nebraska to meet the competition of the Missouri Pacific.

ELEVATOR LEAKS.

Country shippers make many complaints regarding shortages and grain that misgrades at terminal markets, but hardly ever say anything regarding the leaks that happen in their own elevator. Perhaps it is because they do not know of it.

Profits are reduced by the mixing of the different grades of grain during the process of distribution. The grain man well knows that the mixing of No. 1 wheat with a lower grade brings all down to the lower grade, and it sells for a lower price.

This mixing can happen in an elevator without the owner's knowledge. Cobs

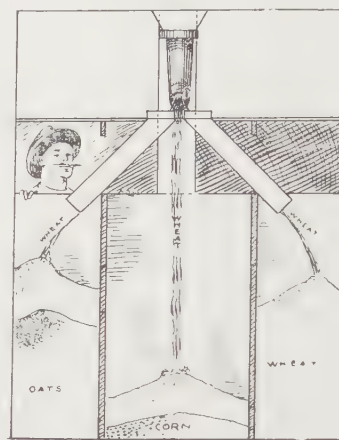


Fig. 1.

or other small obstructions get lodged in the clearance between the turn spout and the bin tube. This prevents the turn spout from attaining proper position over the tube. The result is that instead of the grain being spouted into the right bin it is often delivered into from one to three bins, as is shown by Fig. 1. The turn spout will remain in this position, mixing profit and loss, indiscriminately, until it is discovered and put in line again. It can readily be seen that the elevator man will be subjected to much loss if he gets good wheat mixed with inferior or with other grain.



Fig. 2.

Many times the bins get full of grain before one becomes aware of it. It may not be noticed. The tube leading back from the bin to the turn spout gets filled, and the result is that the grain is discharged against the full tube and falls back on the floor, as is shown in Fig. 2, or into other bins. This will occur frequently, unless close watch is kept, and when it does happen, of course causes a loss of both time and some grain.

In Fig. 3 is shown the Hall Distributor and Indicator, in place at the discharge head of the elevator, and Fig. 4 shows the distributor and locking device. In using this distributing spout, the elevator cups discharge their contents into the distributing spout as usual, and thence thru the bin tube into the bin. Where the distributing spout and the bin tube come together a flush joint is made, thus making a continuous spout from the head of the distributor to the bin.

In using the distributor the bin to be filled is decided on and the spout swung

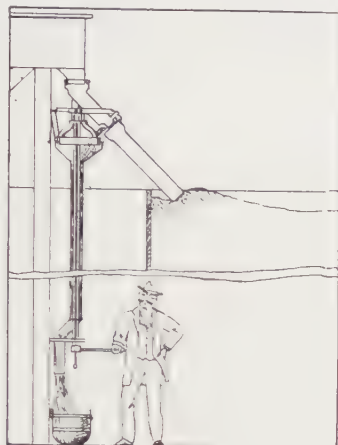


Fig. 3.

into connection with the tube leading to that bin. When the spout is in position an extending arm, which turns it, drops by gravity, into a slot shown in Fig. 4, in the rim of the distributor case, and locks it. This is operated by a rod, which passes down thru the hollow pipe, which governs the turn spout, the turn spout itself being shifted from one bin tube to another by means of a lever shown in Fig. 3.

The overflow indicator tells when the bin is full. It consists of a metal spout

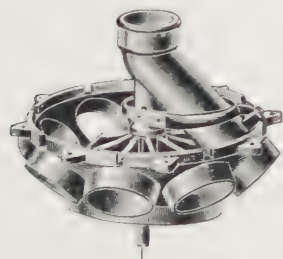


Fig. 4.

leading from the hopper under the distributor, as shown in Fig. 3, to the lower floor of the elevator. When the bin is full and the grain backs up and fills the tube, it passes out under the turn spout, which has an opening at this point, and drops down the spout into a basket or other receptacle. If the operator does not happen to see it he can easily hear the grain rattling down the pipe. The grain is then shut off until the spout clears, and then the distributing spout is shifted to another bin.

This grain distributor and overflow indicator is manufactured by the Hall Distributor Co., Omaha, Neb.

The extension of the St. Louis, Peoria & Northern is to be completed this summer by the Illinois Central from Peoria to Clinton, Ia., where a connection will be built to its Omaha line.

WHAT CONSTITUTES A SUCCESSFUL GRAIN MAN.

(From a paper by H. J. Diffenbaugh of Washington, D.C.)

In the presence of so many men who have been thru it all—whose experience and observations far outweigh my own—it would be the height of folly and vanity to arrogate to myself sufficient wisdom to enable me to dictate to you how you should conduct your affairs.

I come to you therefore with no new ideas, but in my homely way to remind you that your success in our line of business depends largely upon your own individual actions—partially upon the actions and character of your fellow grain men. Upon your actions when you lose sight of the rights of others and attempt to monopolize the business in your locality by "buckling". You throw down the gauntlet to all comers; and I think you will agree with me that in the course of time they all get there, or at least a sufficient number of them during a decade to make the monopolizer realize, if he is not a fool, that he has taken a lifelong contract on his hands. If you are very wise you will cancel such a contract before it has been in operation thirty days, if indeed you enter into it at all. Persistence in the method of doing a grain business leaves no room for monotony while the fever is on, but in after years when the might have been come crowding in upon you unbidden—when the disappointments of life cluster thick about you—when your property has depreciated—when the new home that was to have been built when you made some money—when ambitions have been thwarted—then will you find plenty of food for bitter reflection and very little sympathy. The former you deserve, the latter is not negotiable as security. How about the other fellow you ask? Nine times out of ten it is the other fellow. If we climb down from our high and mighty pinnacle of pride, get "next to" the other fellow and stop shooting at him from long range, we will find that eight fellows out of the other nine exist only in our imagination. It is barely possible that the ninth man may be in evidence, that the fool killer has overlooked him.

Two propositions present themselves in this case. Either get out and let the next man have his turn at him, or metaphorically, stab him under the fifth rib in short order. It occurs to me that in this one proposition, the abuse of the rights of others, lies most of the trouble that befalls the local grain dealer. This Association, by the very nature of its organization, is bringing the grain men together and acquainting them with each other so as to lessen, if not to entirely eradicate this local friction. It means a steady and reliable market, and a fair, just and equitable remuneration for labor and time spent, and money invested in property; thus placing the grain business upon the same footing as other commercial enterprises. This is one of our individual duties to each other and as we perform these duties will our organization be successful and our mutual interests be protected and taken care of.

The Association, as I understand its objects, is more than willing to help the man who helps himself. It has done much to lessen the evils of short weights and dishonest commission houses at the market end of the road. Our individual efforts should be centered in doing work equally as important at home.

It goes without saying, that other things being equal, the fellow with the best rate of largest rebate will make the greatest financial success. If as individuals we can get nothing better than tariff rates, and those days have long since past for the little dealer, and perhaps it is best so, for too many only abused their privileges, then let us put ourselves in harmony with the fortunate few who do possess such favors and make the very best of our opportunities. I have no particular grievance against the happy possessor of a privileged rate or its equal in terminal elevator advantages provided he does not use that rate or advantage to throttle my business, but is content to operate thru me to our mutual advantage. This Association has the power properly used to bring about the best results along this line.

I am also a believer in the justness of the claims of elevator owners for an elevator rental of at least one cent per hundred pounds for all grain passing thru the elevators. This is a consumption most devoutly to be wished. The arguments for it are weighty and this result can only be brot about by concerted action thru the Association of elevator owners.

Loaning money in order to secure or hold trade as a general proposition is, in my opinion, not the proper thing. That is the business of the banker and unless conducted strictly on banking principles is a source of constant worry and trouble, and in the end not satisfactory to your customers in general and very often unprofitable to yourselves. Conducted on the banking plan you would be classed with "grinding corporations" and fail in your object, the purchasing of a clientele with favors. The success of the cash stores of today demonstrate that with no bad accounts to deduct—nobody mad at you because you express a desire to have returned to

you what you have loaned—your business is strictly in hand and your assets more certain.

The grain business is rapidly approaching, in our state, what we might call the merchandising era. As the farmers become financially able they will hold the crop on the farm and the cribber will be a thing of the past very largely. It behooves a grain dealer then to see that he has money or its equivalent, grain at his local point and an honest weigh master at the point of destination, for his margins will be smaller in the years to come.

I believe the railroads should receipt a grain shipper for the exact weight of grain, the same as they do for the number of sacks of flour to the miller, and bags of sugar to the grocer, and number of stock to the stock men and let that weight govern or the giver of the receipt thru its agents be held responsible for shortages. The grain men of the west have been outrageously robbed in days gone by. Thanks to the efforts of the officers of our Association this evil has been much lessened, but under the above plan it would of necessity be entirely wiped out. Where then would be the fellow who could steal twenty to forty thousand bushels of wheat in a season from his shippers?

Do you give your customer a price for his grain and the rise of the market until the grain is delivered? Do you make his wheat test a pound heavier than it in fact does test? Do you make his load of grain weigh a bushel more than as a matter of fact it does weigh? In settling do you purposely make a mistake of a dollar or more in favor of your customers? Do you take an inferior quality of grain for the grade you purchased and pay the price of good grain for it? Do you do any of these or a dozen other things in order to hoodwink your competitor and draw trade your way; always certain to impress upon your customer the fact that you are a liberal fellow? "Self praise is half slander". Candidly, if I were your customer, I would watch you very closely. Any of these tricks resorted to are simply used by your trade to get more of the same kind of concessions from your competitor.

For years the grain business has in too many instances been conducted under the rule laid down by the author of David Harum. You will remember it was David's golden rule in a "hoss" trade to "Do unto the other feller the way he'd like to do unto you—an' do it fast". Allow me to suggest another rule of action: "To yourselves be true, and it follows as the night the day, thou can not then be false to any man". Treat your competitor as you would have him treat you.

If you would be successful, listen to the dictates of reason and common sense, and act along those lines.

This organization affords the only medium thru which the many evils that beset our business can be wiped out; its maintenance and growth are essential if we are to make any money. It makes the business more desirable hence appreciates elevator property. Its work is attracting the attention of the railroads and I believe will in time bring some if not all of the results we have long desired.

If you are willing to comply with the suggestions I have made, direct and by inference—to take hold of the evils that common sense dictates—strengthen the officers of our Association with your hearty co-operation in all their efforts; then stay out of the broad road that leads to the bucket shop and option pits of Chicago and I am willing to open up an insurance scheme that will guarantee each of you success in the grain business.

The Rock Island has reduced its grain rates from all points in Kansas, Nebraska and Colorado to Chicago, Peoria and the Mississippi River.

The Wisconsin Western Railroad is to be extended from Wauzeka to a connection with the Chicago, Burlington & Quincy at Prairie du Chien.

To forestall the lake grain fleet the railroads are said to have contracted to move three-fourths of the grain now in store at Chicago at a low rate.

The Missouri Pacific has restored its old rates, effective April 10. So much grain was offered during the brief period that the cut was in effect that the company was unable to move it for lack of cars.

The Chicago & Alton Railway has been incorporated with \$40,000,000 capital to carry out the schemes of the reorganization committee for the purchase of new lines and the development of the system as a trunk line.

GRAIN TRADE NEWS.

CANADA.

We are indebted to the Brandon Seed House of A. E. McKenzie & Co., of Brandon, Man., for a copy of their fourth annual catalog.

The Montreal Transportation Co. has presented Captain J. Murray of Kingston, with a gold watch and chain in recognition of his presence of mind in saving a tow of grain barges after the tug he commanded caught fire.

The improvement of Meaford harbor, which is favored by the government, will enable the Grand Trunk Railway to accept the bonus of \$56,000 which the citizens have subscribed for the construction of a grain elevator costing \$175,000.

The Kingston Board of Trade proposes that the government deepen Port Colborne harbor to 20 feet, and take possession of the railroad between Port Colborne and Dalhousie. The plan is to lighten steamers before passing thru the canal, and reload the excess cargo at Dalhousie.

Dauphin, Man., is the principal grain shipping point on the Canadian Northern Railway. The town has four elevators and a warehouse. The warehouse is operated by the Dauphin Milling Co., and the elevators by the Northern Elevator Co., Lake of the Woods Co., Dominion Elevator Co., and Hedderly & Co.

The Liverpool Corn Trade Association has complained to the Canadian Commissioner of Inland Revenue, of the inspection of corn at Montreal. The inspector at Montreal passed three cargoes of corn as No. 2, which on arrival at Liverpool, it is alleged, contained a large admixture of dust, damaged grains and extraneous matter.

F. W. Thompson, the general manager of the Ogilvie Milling Company, Winnipeg, estimates the wheat in farmers' hands at from 6,000,000 to 8,000,000 bushels, exclusive of that in store at Fort William, which amounts to 3,500,000 bushels, and some of which belongs to the farmers. He estimates the increase this year at from 10 to 15 per cent.

CHICAGO.

The drainage canal trustees have voted to buy land for widening the river.

Sidney A. Kent, for many years a prominent grain speculator, died April 1, aged 66 years.

William Roberts has retired from the firm of William Young & Co. on account of ill health.

The M. Considine & Son Co. has been incorporated with \$2,500 capital to deal in grain, hay and feed.

W. B. Waters, of Waters, Patterson & Co., commission merchants, has filed a petition in bankruptcy.

Suspended members of the Board of Trade, by a new rule, will be required to pay full commission on trades.

Philip D. Armour will return soon from California and sail for Europe two weeks later. His health is much improved.

In their special market letter of April 2 Ware & Leland call attention to the fact that corn consumption has caught up with

corn production, and that this grain will henceforth rule at a higher level.

Milwaukee is endeavoring to have Secretary Stone include private elevator stocks in the weekly visible supply statement.

H. S. Shearson, an old member of the Board of Trade, has given up his membership to join the New Orleans Cotton Exchange.

The recent Board of Trade telephone auction netted \$1,462 in premiums. Eighteen of the telephones were rented, leaving 19 on hand.

Corn is grading better since the price reached 40 cents. In one day out of 897 cars 90 cars graded No. 2 yellow and 176 cars No. 2 white.

Grain receipts at Chicago during March were the largest during that month since 1890, being 21,958 cars, or 7,044 cars more than during March, 1899.

A receiver has been appointed for the Danville Elevator, formerly owned by Carrington, Hannah & Co., against which there are \$8,100 of back taxes.

Alfred V. Booth, of the Board of Trade, has been fined \$100 for trading in puts and calls. This is a test case. An appeal to the supreme court has been allowed.

The wife of John R. Mauff, secretary of the Chicago O'Neill Grain Co., has obtained an injunction restraining a distiller from using her photograph on his bottled goods.

Nathan and George Lenham, formerly elevator proprietors, have filed a petition in bankruptcy. Liabilities, \$109,000 and \$95,000. The debts were contracted at St. Paul about 1895.

Thomas C. Hannah, of Carrington, Hannah & Co., died April 9, as the result of an operation for appendicitis. He was 42 years old, and has been active in the grain trade for twenty years. He was a brother of John S. Hannah.

J. R. Sullivan, the automatic sprinkler expert, and chief inspector for the Milwaukee board of fire underwriters, recently has been looking over the Chicago elevators to see how conditions compared with those of the Cream City.

Ware & Leland, Chicago, Ill., report that their business for March was more than double that of any previous month since the firm started in business, and that the business done on April 2 was more than for any one previous day. The past surely bespeaks a very promising future for this firm.

The elevator men have made a proposition to the revision of rules committee that after May 15 grain storage rates shall be for the first ten days, $\frac{3}{4}$ cent per bushel, after ten days one-fortieth of a cent per day per bushel, and after January 1, 1901, the rates after first ten days to be one-fiftieth of a cent per day per bushel.

The visible supply of grain April 7, as compiled by Geo. F. Stone, secretary of the Chicago Board of Trade, was 55,412,000 bushels of wheat, 23,019,000 bushels of corn, 7,574,000 bushels of oats, 1,276,000 bushels of rye and 712,000 bushels of barley; against wheat, 30,431,000 bushels; corn, 31,861,000 bushels; oats, 11,283,000 bushels; rye, 1,449,000 bushels; and bar-

ley, 2,035,000 bushels on the corresponding date one year ago.

Among the new members of the Board of Trade are James Simpson, New York; Yale Kneeland, New York; Leo Rappaport, New York; Bartlett S. Johnson, Baltimore; Henry A. Parr, Baltimore; Blanchard Randall, Baltimore; John M. Dennis, Baltimore; William R. Hammond, Baltimore; Hezekiah Holbert, St. Paul; Richard T. O'Connor, St. Paul; George Frank Piper, Minneapolis; Sylvester Strong, Minneapolis; Lemuel Eldon Storms, Minneapolis; Edward A. Brown, Minneapolis; George Spencer, Duluth; John R. Marfield, Winona, Minn.; William J. Orthwein, St. Louis; Louis H. Fairchild, New Orleans; John Thomas McLaughlin, Detroit; Fred Ormond Paddock, Toledo; George R. Hunt, Jr., Louisville; William R. Hibbs, Washington; James W. Davidson, Champaign, Ill.; and Henry H. Randolph, Lincoln, Ill.

ILLINOIS.

B. F. Swartz will build an elevator at Urbana, Ill.

A grain elevator is to be built at Blandinsville, Ill.

T. D. Hanson & Co. will erect an elevator at West Ridge, Ill.

Porterfield & Barton, of Jamaica, Ill., will enlarge their elevator.

A. G. Brewster, of Port Byron, Ill., has bought the building near his grain warehouse.

C. W. Ballard, of Girard, Ill., has taken possession of Bowers' elevator at Peru, Ill.

An elevator is being erected at MacNab, a new station near Lostant, Ill., for A. Ruble.

Austin Gibbons will build an elevator at Dwight, Ill., on the C. & A., near the I. I. & I.

DeLong Bros., of Sadorus, Ill., are accumulating a quantity of grain for shipment to India.

Perry Moneymaker will remove from Allentown to engage in the grain business at Tremont, Ill.

E. J. Mell and George Sassman are leaders in the movement to erect a farmers' elevator at San Jose, Ill.

The construction of an elevator in the yards of the Lake Erie & Western Railroad at Peoria, Ill., is proposed.

Charles Whisler, of San Jose, has a position with the Turner-Hudnut Co., grain dealers of Pekin, as agent at Teheran.

Benson Bros., of Mahomet, Ill., have sold their elevator to a party in Urbana, and are building an elevator at Colfax.

A sale of broomcorn was made April 4 at Oakland, Ill., at \$200 a ton. One hundred tons changed hands at this price.

I. M. Brown, formerly of Hedrick, Ind., has leased and will operate the elevator at Rossville, Ill., of Layton & Cronkhite.

C. A. Burks, of Decatur, Ill., has purchased the elevator, grain and implement business of J. M. Current at Fairmont, Ill.

Several thousand bushels of grain and malt were damaged by water at a recent fire in Baier & Ohlendorf's brewery, Freeport, Ill.

Cowden Grain & Implement Co., Cowden, Ill.: Please send us the Grain Dealers' Journal for one year. We are satisfied with it.

Porterfield Bros. have put in the foundation for their 20,000-bushel elevator at Sidney, Ill., and hope to have it finished by May 10.

J. W. Davidson & Co., grain dealers and commission merchants of Champaign, Ill., have purchased a membership in the

Chicago Board of Trade to facilitate their business. The other member of the firm is Bruce McCormick.

Robert J. Riley, of Symerton, Ill., has purchased the elevator at Forrest, Ill., of J. S. Francis. The latter will continue the coal business.

Farmer, Harris & Co., Big Rock, Ill., April 2: A good supply of corn and oats is in farmers' hands. They are holding for better prices.

A. D. Derrough has purchased the elevator of Benson Bros., at Mahomet, Ill. The plant is a new one and has a capacity of 18,000 bushels.

Charles Henn, Borton, Ill., April 7: The farmers are putting out a large crop of oats and are plowing for corn. We are in need of rain.

Cowden Grain & Implement Co., Cowden, Ill., April 2: Wheat in this section is looking fine. Farmers expect a big crop of oats this year.

Kirtland Bros., Oblong, Ill., April 7: Too dry for winter wheat. It has not grown any for the last two weeks. Most farmers here are buying corn.

Bear & Hadden, of Penfield, Ill., have in store 48 carloads of corn and oats, ready for shipment. Kirkpatrick & Co., at the same station, have 40 cars in store.

Geo. Nicholson & Co., Henry, Ill., April 7: The season is a little late. No oats sown yet to speak of. With favorable weather, farmers will be well into the work April 9.

The Illinois & Michigan Canal is open to navigation. The first grain boats down were the Novelty and barges, Captain Foster. Pekin is receiving most of the grain shipped by canal.

J. J. Kemp, Jr., Lexington, Ill., April 7: The stock of corn here is the smallest it has been for years. Oats sowing is under way and the ground is in good condition; acreage average.

The Illinois State Farmers Institute, at a recent meeting at Mt. Vernon, demanded the repeal of the warehouse law of 1896, which permits owners of public warehouses to deal in grain.

O. M. Best, grain dealer at Edinburg, Ill., has been succeeded by Firey Bros. & Turner, composed of A. M. and I. E. Firey and B. A. Turner. Firey Bros. are stock shippers and dealers in implements, and Mr. Turner is a banker.

The elevator at Buffalo Hart operated by the Mount Pulaski Grain Co., of Mount Pulaski, Ill., was burned March 28 with 9,000 bushels of corn. Loss, \$10,000. The building when erected cost \$6,500, and was insured for \$4,800.

J. C. Royce, Mt. Zion, Ill., April 6: Less corn is in this neighborhood than for eight years. We have not shipped much from this station as the farmers are feeding a good portion, five times more stock than has been fed in fifteen years.

O. E. Field, formerly of the firm of Field & Finnemore, Sidney, Ill., was in Chicago recently looking for a new location. He reports that Porterfield Bros., who bot the site and salvage of the old plant, will build a 20,000-bushel elevator.

Sulzberger Bros. & Co., of Ransom, Ill., have been incorporated to operate a grain elevator and deal in merchandise. Capital stock, \$12,000; incorporators, Michael Sulzberger, Eugene F. Sulzberger and William C. Sulzberger. The firm contemplates erecting an elevator at Budd, Ill.

F. W. Anderson, Donovan, Ill., informs us that L. T. Hutchins & Co. are putting in an ear corn dump at Donovan, making three dumps in their house at that point. They also intend enlarging their plant at

Iroquois, and will put in a steam plant instead of gasoline. Mr. Stewart, of Sheldon, is doing the work.

W. S. Russell has repurchased the elevator and residence at Allentown, Ill., of Perry Money-maker, of Hopedale. Two years ago Mr. Money-maker bot the property, and conducted the business for a time, when he sold a half interest to Mr. Russell. The latter has now bot the remaining half interest in the elevator, and will conduct the business himself.

Reports received by the state board of agriculture from forty-eight counties in the central and southern portions of Illinois, the wheat-growing section of the state, give the condition of wheat on April 1 as 89 per cent of a seasonable average. The most favorable conditions obtain in the central counties, where the lowest condition reported is 70 per cent, in Brown county. While the reports from southern Illinois are not quite so favorable as in the central division, there is still the promise of a very fair crop should no unfavorable circumstances occur between now and harvest. Union county reports the best condition in forty years—50 per cent above the average. In Williamson county there are a great many black bugs of some kind in the wheat, but it is too early yet to know what damage they are doing.

The Pratt-Baxter Grain Co., of Taylorville, Ill., filed its answer April 2 to the suit brought by F. B. Martin to recover \$5,000 damages. Martin had embezzled several thousand dollars of the company's funds, and subsequently conveyed property to the company in satisfaction of its claim. The answer filed by the company denies that it was agreed that the books should thereafter be gone over and the amount of such embezzlement be ascertained, and that said property should be held by said corporation merely as a pledge or surety for the payment of whatever amount might appear due said corporation from the books so kept by said complainant, and denies that the complainant, under any condition, was, by any agreement, then had or made, to have any benefit of, or right in or to any of said property after the time of said agreement and settlement.

A Decatur, Ill., correspondent of C. S. Bentley writes: I believe the acreage of wheat to be larger in this section of the country than it was last year, and the condition is very good—or was until this last freeze. This makes it look a little dead. To all appearances the tops are killed, but if a few days of warm sunshine will come they will remedy that. Corn has been pretty well moved from farmers' hands in this vicinity—say within a radius of 30 or 40 miles. The majority of farmers have sold at least five-eighths of their corn. Since this advance they will not sell at all, which is the usual rule with them. There seem to be a good many oats binned up by elevator men and some farmers. The sowing of the new crop has been progressing busily all this week, and some are sowing to-day where it is not too wet. Unless something comes unforeseen, there will be a large acreage of oats planted within the next few days.

INDIANA.

John McComas has bought the elevator at Yeoman, Ind.

Bartlett, Kuhn & Co., it is said, will remove their elevator at Riley to Linton, Ind.

D. Z. Creitz, Cambridge City, Ind.: Can't well get along without the Grain

Dealers' Journal; even tho it is a yellow back, it is only the cover.

W. E. Hurd, Logansport, Ind., April 5: Our wheat is a failure, from present prospects.

Dealers at Shelbyville, Ind., have sold farmers of that county over 10,000 bushels of seed oats.

J. S. Hazelrigg, grain dealer at Straughn, Ind., has removed with his family to Toledo, O.

C. E. Bash has purchased two lots on the Erie at Huntington, Ind., on which he will erect a grain elevator.

W. E. Rich and Tim Harrington, of Oxford, Ind., have decided to build an elevator at Otterbein, Ind.

The Indianapolis Board of Trade is preparing a bill to be submitted to the legislature providing for official grain weighers.

Harry Hockett, the blind grain dealer of Anderson, Ind., died of heart trouble, April 8, while on a train going to Indianapolis.

Alfred J. Sohl, grain dealer at Westfield, Ind., died recently, aged 68 years. Formerly he operated an elevator at Noblesville.

O. L. Means, who operates several grain elevators on the Big Four Railroad, will establish a department store at Shelbyville, Ind.

Fyke & Haifley, La Grange, Ind., have recently purchased of the Barnard & Leas Manufacturing Co., a Little Victor corn sheller and Little Victor corn cleaner.

The Arcola Elevator Co. has been incorporated at Arcola, Ind. Capital stock \$3,000; incorporators, John Rapp, Jacob Shaffer, John J. Grosjean and Henry A. Rockhill.

E. H. Wolcott, of Wolcott, Ind., Secretary of the Western Indiana Division of the Grain Dealers' National Association, was nominated for state senator March 28.

Fire at Knox, Ind., on the night of March 26 destroyed the elevator and cribs of the Churchill-White Grain Co., Chicago. Loss, \$3,000; insured. The plant will be rebuilt.

Beaty & Doan, Ossian, Ind., April 2: Wheat is in as poor condition at this time as it was at the same time last season. The acreage of corn and oats will be the same as last year.

E. H. Wolcott, of Wolcott, Ind., was in Chicago last week and reported considerable corn in farmers' hands. At least 100,000 bushels will be shipped from Wolcott before July 1.

The Colburn Grain Co. has been incorporated at Colburn, Ind., to deal in grain. Capital stock, \$6,000; incorporators, Matthaues Schnaible, John F. Schnaible and James D. Ball.

The Lebanon Grain Co. has purchased of E. T. Lane the grain elevator which the latter recently bought of Miller & Sons at Lebanon, Ind. W. H. Bassett, of Clark's Hill, will be manager.

Kent & Senour Co., Shelbyville, Ind., March 27: We have been receiving very discouraging reports from the growing wheat the past few days. Have never heard as many bad reports, and unless there is a decided improvement we will harvest a very small crop.

E. G. Vernon, a grain dealer at Anderson, Ind., has got into trouble by storing wheat for a farmer. Vernon received the wheat last August. The market declined. Mr. Vernon shipped the grain and sold at a loss. Now the farmer wants the full value of the grain, which Mr. Vernon is unable to give on account

of his heavy losses. Becoming restless, the farmer has procured Mr. Vernon's arrest on the charge of embezzlement.

The Eastern Indiana Grain Dealers' Association was formed at Muncie, April 6. The object of the association is to guard the interests of members in a systematic way. The custom of loaning grain bags to farmers will be discontinued after June 1. David Cammack was elected president and J. K. Slack, secretary and treasurer. A meeting at the call of the president will be held soon. The members of the association are David Stafford, of Albany; David Cammack, Wallace Hibbits, Aaron Blouse, J. K. Slack, of Muncie; O. Joy, of St. Marys, O.; L. J. Sparks, of Selma; John S. Huffer and C. E. Mahoney, of Yorktown.

IOWA.

D. C. Barkalow says that Yetter, Ia., needs another grain elevator.

C. D. Fanton is rebuilding his burned elevator at Belle Plaine, Ia.

Mr. Blank has taken charge of G. M. Gwynn's elevator at Essex, Ia.

H. E. Swope, Campbell, Ia., writes, "I am out of the grain business."

E. T. Froelich has succeeded William Mann in the grain business at Froelich, Iowa.

J. N. Coppock, Woodburn, Ia., will build a new elevator if a good crop is promised.

J. A. Baxter, of Mt. Union, Ia., was in Chicago last week, but could not stand it, so went to Milwaukee.

D. A. Mitchell, Manly, Ia., April 7: Seeding commenced in full blast today. The weather is as good as can be.

Hinrich Bros. & Co., of Ottosen, Ia., are putting a new foundation under their elevator and are painting the entire plant.

The only elevators at Whittemore, Ia., are the Farmers Exchange Elevator, Hunting Elevator Co., and Scott Logan.

D. J. Eberhart, Newton, Ia., March 30: No corn has been shipped from this place since last fall. It is selling at 33 cents to feeders.

The only regular dealers at Algona, Ia., are the Northwestern Elevator, Moore Bros. & Felthouse and the Algona Milling Co.

The Barnard & Leas Manufacturing Co. has recently sold a Cornwall corn cleaner to the United Starch Co., Sioux City, Ia.

Geo. A. Groves, Arion, Ia., April 7: With nice weather it looks as tho acreage of spring grain would be greater than a year ago.

Carl Harper has rented the steam power elevator of Robert McElhinney at Lisbon, Ia. Ross McClelland will continue with new management.

John H. Ellsworth, president of the Hunting Elevator Co., McGregor, Ia., has purchased a membership in the Chicago Board of Trade.

Kirk & Densmore, Edgewood, Ia., have recently purchased a Little Victor corn sheller and cleaner of the Barnard & Leas Manufacturing Co.

A. J. Leake has bought the elevator, grain and coal business of W. Burnside at Audubon, Ia. Mr. Leake operates also at Manning, Ross and Halbur.

The Amana Society of Homestead, Ia., has recently purchased a Victor sheller, Cornwall cleaner and Perfected Separator of the Barnard & Leas Manufacturing Co.

At the new stations of Pisgah and Moorhead, Ia., the elevators of the Nye &

Schneider Co. will be equipped with modern machinery, including Hall Grain Distributors.

The price paid by Edward Nutter for E. M. Parsons' elevator at Carroll, Ia., was \$6,000. Altho recently of South Dakota, Mr. Nutter was formerly in the grain business at Halbur, Ia.

Frank Thoms & Co., Minburn, Ia.: "You can take out our advertisement of feed mill for sale in the Grain Dealers' Journal. We have enough inquiries now to sell a half dozen mills."

J. J. Williams, Washta, Ia.: I had several answers to my advertisement; but owing to a business change I have decided not to buy an elevator. The Grain Dealers Journal is all right for advertising.

O. W. Bishop, formerly station agent at Anthon, Ia., called recently and reported that he has bot A. K. Wick's 18,000 bushel elevator at Round Grove, Ill., on the C. & N. W. Ry., and will take possession May 1.

Alton Milling Co., Alton, Ia., April 7: The greater part of seeding has been done here, quite a large per cent. of the wheat being sown in March. The ground is in fine shape for cultivation; with just enough moisture to start seed nicely.

D. J. Eberhart, of Newton, Ia., is not in the employ of Counselman & Co., as wrongly stated in the last issue of the Journal. Mr. Eberhart is in business on his own account; and has been in the grain and coal business at that point since 1878.

J. R. Blair, hitherto silent partner, has bought the interest of W. L. Koon in the grain business of W. L. Koon & Co., at Sloan, Ia. Mr. Blair will remove from Whiting to Sloan to take charge. Mr. Koon will engage in the lumber, brick and coal business.

The Northwestern-Iowa Threshers Association has been formed at Rolfe, Ia., to secure legislation which will prevent grain being sold until the thresher's bill has been paid. Probably they will ask that the grain dealer be made liable for the thresher's bill.

E. L. McClurkin of Morning Sun, Ia., Secretary of the Grain Dealers' Association of Southeastern Iowa, was in Chicago last week and reported very little corn in his part of the state, the feeders having taken it all. His firm is fortunate in possessing about 35,000 bushels of 25-cent corn.

L. H. Valentine, of Mapleton, Ia., was in Chicago last week and reported about 30,000 bushels old corn at Danbury, 70,000 at Onawan, 15,000 bushels (crop of '95) at Castana. None in crib at Mapleton or Castana, but what is will be fed. Farmers have very little corn on hand and will feed what they have.

A Ft. Dodge correspondent writes C. S. Bentley: "Country roads are impassable and farmers cannot and will not do any delivering of grain for the next two months. Country elevator men are bullish on both corn and oats and will not be apt to rush their stuff on the market and break it. The Ft. Dodge local market has been 30 cents for corn, but since the roads have been so bad buyers have offered 40 cents. I feel sure that feeders around here will take about all the corn left in farmers' hands."

KANSAS.

Readers will confer a favor by sending notices of new elevators, new firms and business changes.

A 6,000-bushel elevator is being built on the Rock Island at Berwick, Kan., by A. C. Davis & Co., of Topeka.

Latto & Robinson of Sylvan Grove, Kan., informs us that they will put in a cleaner and a 10-h. p. gasoline engine this fall.

The elevator and mill of the Pierson Milling Co., at Lawrence, Kan., were burned recently. Loss, \$150,000; insurance, \$80,000.

Latto & Robinson, Sylvan Grove, Kan., March 28: Prospects for crops are very good at present. There is yet lots of time for drouth.

J. F. Hollinshead, Morrill, Kan., March 23: Wheat is looking well in this locality, and with favorable weather from now on we will have a good crop.

R. S. Hunter, Hunnewell, Kan., April 7: The prospect for the growing wheat crop is better than it has been at this time of the year for 18 years.

T. H. Urton, Englevalle, Kan., April 7: The acreage sown to oats is the largest I ever knew, and 25 per cent larger than last year. Corn is plenty in this country.

M. J. Travis, designer and builder, has just completed an elevator at Bliss, Okla., for the Arkansas City Milling Co.; and has contracted to build a 12,000-bushel elevator for W. L. Perkins, Frankfort, Kan.

MICHIGAN.

Readers will confer a favor by sending notices of new elevators, new firms and business changes.

James H. Johnson, of Metamora, Mich., who recently sold his grain elevator, will remove to Denver, Col.

M. F. Gray, miller at Moline, Mich., has leased ground from the G. R. & I. R. R. on which to erect a grain elevator.

The construction of a farmers' elevator at Port Huron, Mich., is being considered by the Port Huron Merchants & Manufacturers Association.

N. A. Strong and E. B. Mix have purchased the feed mill of Harvey Ward, and will operate it in connection with their grain and wool business at Eaton Rapids, Mich.

One of the oldest grain dealers in Michigan is Orrin E. Packard, of Charlotte, Mich., who has been buying grain, beans, clover seed and wool for 35 years. He now operates two elevators, one of them being at Chester. Mr. Packard is a popular citizen, having served as alderman and mayor.

MINNESOTA.

Benj. C. Crangle, auditor Marfield Elevator Co., Winona, Minn.: Am well pleased with your paper.

The elevators at Duluth, Minn., are being filled with wheat in readiness for the opening of navigation.

The Spring Grove Stock & Grain Co. is being formed at Spring Grove, Minn., with \$20,000 capital stock.

Oliver Larson, for ten years agent at New Paynesville, Minn., for the Cargill Elevator Co., has resigned.

The Minnesota Elevator Co. has installed Hall Grain Distributors in its new elevators at Frost and Marna, Minn.

Thieves entered the elevator of the Sheffield Elevator Co., at Bixby, Minn., recently, and stole a quantity of flax.

Fire at Hutchinson, Minn., April 7, destroyed the steam power elevator of Patterson & Hartwig. Insurance, \$3,000.

The railroads of southeastern Minnesota have submitted to the state commission a schedule of reduced rates on wheat and flax.

Coles & Head, grain dealers at Stewart, Minn., have been succeeded by Coles &

Poseley. Both members of the old firm have retired.

Henry Rippe has bought the coal business of H. H. Blance, at Fairmont, Minn., and will conduct it in connection with his grain business.

Walter Parks, Airlie, Minn., writes: "I would like some way to fix things so I could make a profit out of my business." Better organize a local association.

Carlos W. Baldwin, of Rochester, Minn., who many years ago was associated with G. W. Van Dusen in the grain business, died recently, aged 88 years.

E. Sletten, who has been connected with the Atlantic Elevator Co., at Alexandria, Minn., for three years, has resigned to engage in the farm machinery business.

Seeding is quite general thruout Minnesota. Owing to favorable conditions the work is well advanced. While all the leading crops promise an increase in acreage, the percentage of increase will be larger in fl. x

The Lake Superior Investment Co. has been incorporated at Duluth, Minn., by the same persons who recently incorporated the Seaboard Grain & Export Co. The charter of the company permits it to handle warehouses and elevators.

OUR MINNEAPOLIS LETTER.

Despite a slight lightening in wheat the past week, the market is still a bear market, and grain still on a decline. There has been a small increase in the receipts locally, but the fact that the farmers are seeding, has held country receipts under. Corn is a favorite, among the coarse grains, and some large holdings are reported. The most conspicuous feature of the market here for the past ten days has been its inactivity, and "the oldest inhabitant" cannot remember so prolonged a period of quiet. Some good sized consignments were sold the past week, to arrive, and a number of the smaller holders got out on a recent bulge.

The St. Paul and Kansas City Grain Company have planned for a good amount of new construction, and some re-building. According to their superintendent, F. J. Wright, they intend rebuilding their plants at Nerstrand, Renova, Elkton, and Stanton, Minn., fitting all of them out with gasoline engines, dump scales, and all the latest improvements. Annexes are to be constructed on their present properties at Tea, Lennox, Davis, Viborg and Nussion Hill, S. D. They will substitute gasoline for horse power at Hinton, Ia. A 10,000-bushel horse power plant is to be put in at Wood Park, Ia. Six new 25,000-bushel elevators are to be built in Iowa; Florence, Belmont, Clarence, Swaisdale, Mason City and Ft. Dodge being the locations. New 20,000-bushel houses are to be built at Paige, Imporia, Orchard, Savage and Brunswick, Neb., and a large cleaning house will be established at O'Neil. A 50,000-bushel steam plant is in course of construction at Yankton, N. D., and will be pushed to completion as soon as possible. The company will build a 150,000-bushel cleaning house at Garretson, Ia. Steam will be used as the motive power. A new 15,000 house is to be put in at Allen, Neb. Gasoline will be the motive power. The company's elevators at Lester, Charter Oak and Albert, Ia., have been closed. The contracts for the new work are being let as rapidly as possible, and all work will begin by May 1. E. P. Endris, the company's agent, at Hampton, Ia., died April 5th, and his place has been filled by Frank Finnegan.

J. D. Franklyn has been newly appointed their agent at Meservy, Ia. Twenty-five thousand bushels of corn, which the company recently purchased at Jackson, Neb., was put into the crib in 1895, and came out in excellent order.

H. H. Kenkel has retired from the firm of Kenkel, Todd & Bettingen, and Mr. Bettingen will replace him as president of the Independent Elevator Company.

The Independent Elevator Company will increase its capital to \$150,000, and will extend its elevator line to a considerable extent. Mr. W. C. Leistikow, of Grafton, N. D., is now connected with the Independent Company.

The Northwestern Elevator Company is putting in dump scales at its houses in Hanley Falls, Green Valley, Lynd, Granite Falls and Russel, Minn. The value of the improvements will be about \$2,500.

The Barnett & Record Company is rebuilding the Prairie Mill Co.'s plant at River Falls, Minn., which was destroyed by fire last winter. The new elevator will be of about 20,000 bushels capacity, and will cost about \$4,000.

T. H. Hagen, traveling man for McHugh, Christensen & Co., reports that at a recent meeting of the farmers at Appleton, Minn., it was decided not to build the elevator which they had been contemplating, this summer.

H. N. Douglas is building a new elevator at Wilmot, Minn. It is a 25,000-bushel elevator, and will be worth \$3,500.

E. A. Brown, of E. A. Brown & Co., grain handlers, is to leave for Paris, the 19th of this month. The building and improvements that the company intended to make, are at a standstill. Work will be resumed on the plans immediately after his return, about July 1st.

The Nansen Grain Company have acted as agents in the sale of two elevators recently. Geo. W. Baker purchased a \$2,500 elevator, known as the Olivia Elevator Co.'s elevator, at Olivia, Minn. J. P. Jensen purchased the 10,000-bushel elevator belonging to the Berry Estate, located at Litchfield, Minn.

J. S. Thorson, of Dawson, Minn., has leased the house belonging to Nansen Grain Co., at Maynard, Minn., and will take possession April 15th.

The Spencer Grain Company will probably build five or six elevators in June of about 15,000 to 20,000 bushels capacity.

N. Schmidt, who was the agent of Johns & Powers, was killed last week, and D. C. Rand has been appointed to take his position. C. M. E.

NEBRASKA.

The Burchard Elevator Co., Burchard, Neb., is out of business.

The recent sharp advance in the price of corn has caused an increased movement.

The Nye & Schneider Co., of Fremont, has bought the elevator of Charles Lang at Linwood, Neb.

Readers will confer a favor by sending notices of new elevators, new firms and business changes.

The Farmers Grain & Stock Co., of Hooper, Neb., is having its elevator enlarged and improved. A gasoline engine is being put in.

The equipment of the new elevator of the Monroe Grain Co., Monroe, Neb., includes the Hall Grain Distributor and other modern devices.

When the bank at Hardy, Neb., was robbed, the local grain dealer lost \$300 which the bank kept separate to pay grain tickets without a revenue stamp.

A reduced rate of one and one-third fare for the round trip has been granted for the annual meeting at Omaha of the Nebraska Grain Dealers Association.

Fire at Waverley, Neb., April 3, destroyed the elevator of Walker & Adams, with 5,000 bushels of corn in store and 4,000 bushels in cars. Loss on elevator, \$5,000; insurance, \$2,000.

Earle Gilbert, grain dealer at Nemaha, Neb., in one day recently took in 15,000 bushels of corn. He filled the elevator and all the cars he could get, and still the corn poured in from three shellers. Lack of cars compelled him to shut down.

MISSOURI.

The Crescent Fuel & Hay Co. has been incorporated at Kansas City, Mo.

Davis & Co., of Kansas City, Mo., have been succeeded by the H. L. Strong Grain Co.

John W. Baker, the grain speculator of St. Louis, has been placed on trial for fraud.

George Carey, of Mosby, Mo., is having lumber sawed in order to enlarge his elevator.

W. R. Baldwin is erecting a 10,000-bushel elevator on his large farm near St. Charles, Mo.

M. B. Sherwood, grain dealer at Brashear, Mo., has engaged in the hardware business with T. C. Martin.

George S. Carkener, of Kansas City, has returned from California, where he has enjoyed a vacation with his family.

The proposition to limit future trading to two months in advance has been defeated on the Kansas City Board of Trade.

M. B. Sherwood of Brashear informs us that W. H. Fickel has succeeded A. Gangloff in the grain business at Edna, Mo.

John Hundley has resigned the management of the export department of the J. H. Teasdale Commission Co., St. Louis, Mo.

Minter Bros., of Kansas City, have brought suit against the Suburban Belt Railroad, to recover \$3,000, the value of land and rental of tracks.

The St. Louis Merchants Exchange has appointed a committee consisting of Ballard, Orthwein and Kennett to revise the rules for grading No. 2 regular wheat.

G. H. Conant, Kansas City, Mo.: The Grain Dealers Journal is well worth the amount it costs, and it is my intention to remain a subscriber as long as I am in the grain business.

Charles B. Briggs, who was connected with Bryant & Stockton, grain commission merchants at Kansas City, Mo., prior to his retirement from active business eight years ago, died March 22.

The Kansas City Board of Trade voted April 2 to change the minimum quantity to be dealt in speculatively from 5,000 to 1,000 bushels. The commission to be charged non-members was fixed at 1/8 cent per bushel.

M. B. Sherwood, Brashear, Mo.: Prospects for wheat are good in northeastern Missouri, but the acreage is small. A large acreage of oats is being sown. Farmers are planting corn. Many farmers will be compelled to buy corn before another crop is raised. We expect to ship in several cars of corn.

G. H. Conant informs us that the Sun Elevator at Kansas City, Mo., which is operated by McReynolds & Co., has been completely overhauled and repaired. New Metcalf loading spouts have been put in; a 150-foot smokestack has been erected,

any Cyclohe Dust Collectors are under construction. The Sun is one of the largest terminal elevators at Kansas City, having a storage capacity of 300,000 bushels and a handling capacity of 50 cars daily. It is equipped with the most improved machinery.

The Missouri state crop report issued April 3, estimates the percentage of last year's wheat crop now in the hands of the producer at 13 against 16 per cent for 1899. The acreage for the state is 1,062,000 acres, and while only a very small per cent. will be turned under and the plant promising a vigorous growth, conditions are favorable to a fair yield. Corn—The per cent. of last season's crop now in the hands of the producer is 20 per cent. for the state. This corn is held largely for maturing stock. Plowing for corn is progressing in different localities, and, with favorable conditions, an average acreage will probably be seeded. Oats—An increase of 8 per cent. in acreage is reported for the state, making the total area seeded approximately 1,000,000 acres. Conditions are favorable for seeding.

NEW ENGLAND.

P. D. Beach will engage in the grain and feed business at Branford, Conn.

Guy Swett, of Manchester, N. H., has engaged in the grain business on his own account, in a building leased of G. F. Peck.

The Meriden Grain & Feed Co., Meriden, Conn., has arranged to handle implements in connection with its grain business.

The Scott Grain Co. has been incorporated at Amesbury, Mass., to deal in grain, flour and feed. Capital stock, \$10,000; incorporators, F. A. Noyes, A. Scott and B. L. Colby.

A report on the feedstuff laws of Maine has just been issued by the director of the agricultural experiment station. The law was enacted two years ago, and 38 violations have been reported.

Edward P. Merrill, grain broker, Portland, Me., writes: The edge is off grain. The impression prevails that corn may weaken perhaps two cents, and that corn is good value on weak spots. Millfeed moves slowly and only as wanted. Millfeed for this market should be in hundreds; absolutely no sale for two-hundreds.

NEW YORK.

Fire in the Churchill transfer elevator at Buffalo, N. Y., March 29, caused \$100 loss.

J. Dunning, Bolivar, N. Y.: The Grain Dealers Journal is all right for the grain business.

Readers will confer a favor by sending notices of new elevators, new firms and business changes.

The new system of handling grain at Buffalo, N. Y., is working well. The first cargo to be unloaded was 200,000 bushels of flaxseed at \$2 per thousand.

The Brooklyn Grain Elevator Co. has launched a new floating elevator. It was built at West Haven, Conn., and will receive its machinery at New York.

H. Crowe & Co., grain exporters of New York, made an assignment April 7. The firm handled Canadian grain on a large scale. Mr. Crowe is said to be short corn, oats and ocean freight. Liabilities, \$100,000.

The firm of McIntyre, Wardwell & Co., grain commission merchants and stock

brokers of New York and Chicago, is to be reorganized. T. A. McIntyre was the promoter of the flour milling trust which recently came to grief.

Nearly all the grain now being loaded for export at New York is put on board by the floating elevators. The Brooklyn elevators are practically empty; all of them being closed except the United States and Dows' elevators.

Edward F. Cragin, formerly of Chicago, is at the head of a syndicate which proposes to build large elevators in New York bay. The elevators will be built on the submerged lands between Ellis and Bedloe's islands, and connected with the New Jersey Railroad by a trestle.

NORTHWEST.

A farmers' elevator is proposed at Arthur, N. D.

Bagley & Co., of Minneapolis, Minn., it is said, will build an elevator at Butler, S. D.

Readers will confer a favor by sending notices of new elevators, new firms and business changes.

The Farmers Elevator Co. has been incorporated at Salem, S. D., with \$3,000 capital stock, by B. F. Chapman and others.

J. H. Fitzgerald, Geneseo, N. D.: I have had several replies to my advertisement in the Grain Dealers Journal for a partner, and will probably make a deal.

The Canton Grain Co. has begun business at Canton, S. D., with J. G. and E. S. Walters as the leading spirits. The company has purchased elevators at Chancellor and Harrisburg, and has leased the Bradshaw Elevator at Worthing.

A. E. Conner, Arlington, S. D.: Owing to failing health I have quit the grain business and do not need the paper. Had I remained in the grain business I would not be without the Grain Dealers Journal, as I consider it the best paper of the kind.

OHIO.

Stubbs & Monroe, Oregonia, O.: Wheat crop looks poor.

F. H. Berk, Trenton, O., April 4: The wheat ground is principally sown in oats.

Jones & Clover, Jeffersonville, O.: We have sold our grain business to Threlkeld & Blessing.

Jud Palmer, of Findlay, is interested with R. A. Shepard in operating the elevator at McComb, O.

L. L. Cass, Weston, O.: I have sold the cleaner; and you may take out my advertisement in the Journal.

H. W. Wolfley, Prospect, O.: I have found the Grain Dealers Journal full of interesting things for the grain trade.

Guy Huffman of St. Mary's, O., will engage in the grain and lumber business. He has purchased the grist mill property.

The Greeley Co. will operate the elevator at East Liberty, O., with the assistance of J. C. Orahoad, of Raymond.

The Nickle Plate Elevator and mills at Painesville, O., owned by George Morse, have been burned. Loss, \$13,000; insurance, \$7,000.

Kyle & Williamson, Kyle, O., write: No grain elevators will be built in this section this year, as our wheat crop is going to be almost a total failure.

W. J. Stephenson, of Northwood, will engage in the grain and coal business at Rushsylvania, O., where he has traded his farm for the warehouse of Lawson & Roberts.

Longwell Bros., Dixon, O., April 6: The wheat crop is badly winter killed, and will be not over 25 per cent of a crop. Most of the ground will be plowed up and sown to oats and barley.

Jones & Co. are now sole proprietors of the elevator at Morgan, O., having bought the interests of W. S. Robinson and Nelson F. Rush. The latter originally acquired his half interest from Milton Demorest.

The Barnard & Leas Manufacturing Co. has recently sold a Cornwall Cleaner to Munich & Landes, Trotwood, O.; Victor Sheller to J. W. McMillan, Ohio City, and Victor Sheller and Cornwall Cleaner to J. R. Barrett, Wilmington, O.

The People's Elevator Co. has been incorporated at Antwerp, O., to build an elevator. Capital stock, \$20,000; incorporators, C. A. Bissell, H. H. Gordon, J. L. Pocock, W. Green, L. B. Ely, P. P. Doering, E. V. Gordon, E. E. Pocock and J. L. Doering.

An elevator will be built at Columbus, O., by the Columbus Grain & Elevator Co., just incorporated with \$50,000 capital, by C. S. Herr, H. T. McKnight, O. C. Schenck and others. It will surely prove a great success, even if the local feed trade only is supplied.

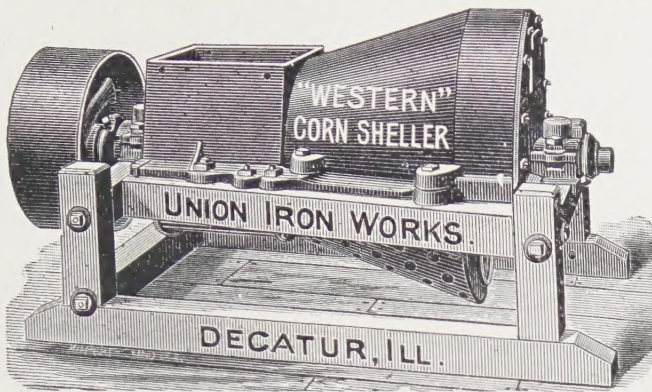
We are indebted to the E. A. Grubbs Grain Co., Greenville, O., for a map of Darke and adjoining counties showing the railroads, towns and names of grain dealers at those places. Darke county, according to the state board of agriculture, stands first in the production of corn, fourth in wheat and seventh in oats.

Ed Baldwin, of Weston, O., writes: I have improved my elevator at Tontogany. When built it was 32 feet long. Our business has increased until now it amounts to nearly \$200,000. We ran night and day all last week, except Saturday night. We made nearly \$6,000 profit last year. G. G. Cass has enlarged his elevator at Milton and is getting ready to build an addition to his elevator at Weston. An elevator has been built at Rudolph, O.

Nutt, Allen & Co., St. Johns, O., April 2: Little corn or wheat in farmers' hands and little moving. The prospect for wheat has not been so poor in ten years as now. We are paying 68 cents for wheat, 53 cents per hundred for ear corn and 26 cents for oats. We have offered 30 cents for seed oats and cannot get it at that. More oats will be sowed than in any previous year. About 90 per cent of the wheat ground will be put to oats and corn.

Southworth & Co., of Toledo, say: The grading of corn is better at Chicago. Sudden revolution in the grading there suggests that somebody has "seen" the political boss, as everyone knows that conditions now are not more favorable for grading than they have been for the past month. The cash demand is rather limited; suggests that price is held up by speculation. Receipts are light and will continue so for some time, at least until country roads are better.

The Ohio department of agriculture gives the condition of wheat April 1 as 46 per cent; barley, 57; rye, 66. Per cent of last crop in farmers' hands, 23. The extent of damage to the wheat crop has become more apparent since the opening of spring. It is now quite evident that in previous reports correspondents were conservative in their estimates and at no time was there an underestimate of wheat condition. Correspondents were inclined to believe or hope that much of the crop that appeared dead, or greatly damaged, late in the fall and during winter had sufficient root growth and vitality to take a



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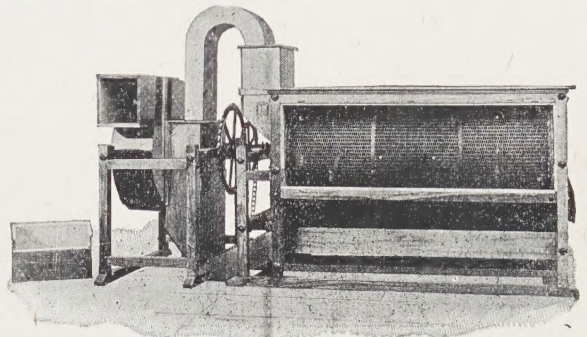
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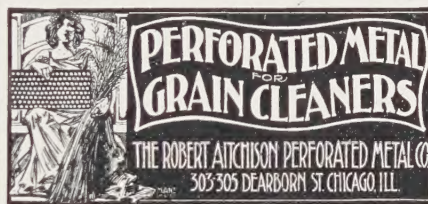
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new start in the spring and thus overcome much of the apparent damage. Due weight was given these considerations in all the returns heretofore made to the department. The hopes of correspondents in respect to renewed growth do not promise to be realized, and the extent of damage by Hessian fly and winter freezing of the tender and weak wheat plant is now very evident. Since the March 1 report there is a further fall of 10 per cent in estimated condition, the present prospect standing at only 46 per cent of a fair average crop. This generally low prospect is attributed almost entirely to the ravages of Hessian fly. Never, perhaps, has the destruction from this pest been so severe and widespread. Hundreds of acres will be plowed for spring crops.

PACIFIC COAST.

D. Tyer has engaged in the grain and hay business at Riverside, Cal.

W. F. Spicer's grain warehouse at Portland, Ore., recently collapsed.

The mills of the Custom Grain & Feed Co., at San Francisco, Cal., were burned March 30.

The warehouses at Walla Walla, Wash., are filled with wheat, and unless considerable is shipped out, new warehouses must be built before the next crop is harvested.

W. H. Reed, state grain commissioner of Washington, has received from England a quantity of seed oats and barley which it is believed will be of great value to the Pacific Northwest.

The Kershaw Grain Co. has sold its system of warehouses, comprising five houses in Walla Walla county and twelve in Umatilla county, to the Puget Sound Flouring Mills Co., for \$26,000.

A. G. McAdie, director of the California crop bureau, in his report for the week ending April 2, says: The drought continues thruout Southern California, and it is generally believed that the grain crop will be a failure, or at best but a very small yield, and this only in favored localities; hay is also suffering from drought, and will be very light except on irrigated lands. In nearly all sections north of the Tehachapi grain continues thrifty, and was greatly benefited by recent rains. With favorable conditions up to harvest time, the yield of wheat, oats and barley should equal or exceed the crop of any previous season. Hay is also in excellent condition, and will probably yield heavily.

SOUTHEAST.

William Dickins has engaged in the grain and feed business at Sanford, Fla.

Hood & Taylor, dealers in grain and feed at Chattanooga, Tenn., have dissolved partnership, Mr. Hood continuing.

The Texas & Pacific Railway Co. will build another elevator at Westwego, to have 500,000 bushels capacity. Bids on the construction are being taken.

The Nashville Chamber of Commerce has made a new rule providing for the appointment of official grain weighers at elevators, warehouses and mills as desired.

The Bell Commission Co. has been formed at Nashville, Tenn., by J. H. Bell, W. S. Bell, and others. The company will do business in connection with the G. W. Brooks Steel Elevator Co.

E. F. Duggan of New Orleans has departed for a lengthy trip, thru Texas, Arkansas and the southern states. On his

return, July 1, Mr. Duggan will enter the grain, ocean freight and cotton seed brokerage field.

J. W. Hastings & Co., grain receivers of New Orleans, La., make a specialty of oats and hay. It is said they have the best facilities in the city, and the fact that their business in these lines has quadrupled in the past year shows that shippers appreciate their efforts.

Exports of grain from New Orleans as reported by R. McMillan, chief inspector, during March, were 2,294,000 bushels corn, 550,000 bushels wheat and 73,000 bushels oats; against 1,971,000 bushels corn, 1,481,000 bushels wheat and 71,000 bushels oats, during March 1899.

Hy. H. Smith, secretary of the New Orleans Board of Trade, gives the movement of rice at that market between August 1 and April 1 as 850,747 sacks rough and 11,409 barrels clean rice received; 848,079 sacks rough and 201,468 barrels clean rice shipped. For the corresponding period ending with April 1, 1899, receipts were 670,528 sacks rough and 4,992 barrels clean rice; shipments, 607,483 sacks rough and 156,216 barrels clean rice. Stocks on hand April 1 were 31,287 sacks rough and 13,503 barrels clean rice; against 71,667 sacks rough and 18,226 barrels clean rice one year ago.

SOUTHWEST.

An elevator will be built at Billings, Okla., by the El Reno Mill & Elevator Co.

An elevator will be built at Nowata, I. T., by the Caney Grain Co., of Caney, Kan.

H. B. Cartwright & Bro.'s warehouse at Santa Fe, N. M., was damaged \$2,500 by fire March 31. Fully insured.

The Smith Grain Co., of Little Rock, Ark., has bot a Cornwall Feeder for 9 x 18 feed mill of the Barnard & Leas Mfg. Co.

The Rea-Reed Elevator at Tulsa, I. T., which recently collapsed, is being rebuilt at a cost of \$2,000. Defective material is said to have caused the damage.

A. T. Haines of Kingfisher, Okla., informs us that J. C. Robb has succeeded J. C. Robb & Co. E. M. Flickinger has succeeded J. C. Hill as manager of the Farmers Elevator. E. J. Murphey, whose mill at Kingfisher was burned some time ago, has bot the mill at Yukon.

A track buyer who comes in competition with T. H. Bunch, of Little Rock, Ark., who ships over the Texas & Pacific, would like to know how he is able to outbid the entire crowd. How many different kinds of a lead pipe cinch has he anyway and where did he get it?

TEXAS.

Readers will confer a favor by sending notices of new elevators, new firms and business changes.

Congress has been petitioned to improve the Trinity River below Dallas. The reduction in freight rates that would follow would greatly benefit commerce. The plan is indorsed by United States engineers.

E. H. Crenshaw, secretary, informs us that the date for the next annual meeting of the Texas Grain Dealers Association has not been decided on; but that it will probably be May 7 and 8. The meeting will be held at Fort Worth.

James B. Simpson, of Dallas, Tex., who has been active in finding a market in France for Texas hard wheat, complains

that he has found it difficult to obtain the pure hard wheat which is most valuable. The farmers, thru negligence, have mixed the hard and the starchy wheats.

C. McD. Robinson, chief inspector of the Galveston Board of Trade, gives the exports for the nine months ending with March as 7,674,000 bushels of corn and 10,558,835 bushels of wheat; against 3,059,000 bushels of corn and 12,623,742 bushels of wheat for the corresponding period of 1898-9.

The Dallas News has compiled reports from 190 counties in Texas showing that the acreage of wheat this season is 30 per cent larger than in 1899. The crop as a whole never looked better. The acreage of oats is about the same as last year; while that of corn will show a slight increase. The area to be devoted to cotton is an open question.

WISCONSIN.

Clapp & Culver, grain and stock brokers at Marinette, Wis., have failed.

The Northern Grain Co., of Manitowoc, Wis., is loading a large fleet for the opening of navigation.

The new elevator of the M., T. & W. R. R. at Tomahawk, Wis., is operated by water power electricity.

G. L. Traver, of Lima Center, Wis., has disposed of his feed grinding business, and will devote his time to his implement business.

J. L. Ross has bought ground at Superior, Wis., on which to erect a small elevator costing \$5,000 for cleaning and mixing coarse grain.

Thomas Irving, grain dealer at Kenosha, Wis., shot himself thru the heart with a rifle March 31. He was despondent. Several heavy deals in hay had turned out badly.

The Wisconsin Malt & Grain Co., of Appleton, Wis., has let contracts for much of the material required in the construction of a 500,000-bushel addition to its plant.

The elevator of Lauer & Schultz at Lomira, Wis., was burned March 15, with 25,000 bushels of barley and a quantity of white clover seed. Loss, on elevator, \$6,000; on grain, \$6,000.

Nicholas Altenhofen and Christ. Schuette, of Cedarburg, Wis., have purchased the grain business and elevator of the Liesenburg Grain Co., which, since the death of William Liesenburg, has been conducted by the sons.

Broeckert & Bruss have bot the elevator of Nic Blau at Brillion, Wis., and will take possession June 1. Mr. Blau has made no definite plans for the future. C. H. Kuehl of New Holstein, Wis., has been engaged as manager.

Fire at Oconto Falls, Wis., March 2, destroyed the elevator owned by M. Apfel, and containing over a thousand bushels of grain belonging to W. W. Cargill & Co., of Green Bay. Insurance on building \$350. The fire is supposed to have caught from the stove.

Tauberg Bros., grain and lumber dealers at Spring Valley, Wis., for a year have been missing small sums from their till. The thief was not caught until the night of March 20, when Ira C. Holt, a respected young man, a member of the church, head officer in several lodges and a former employe of Tauberg Bros., was observed to enter the office, after acting as usher in the church. He had a key and knew the combination of the safe. He has taken small sums once or twice a week until the total is about \$1,000.

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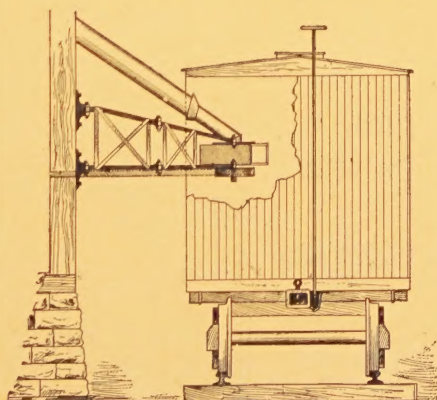
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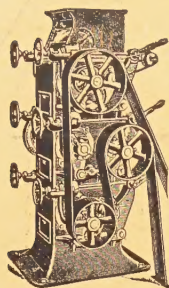
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